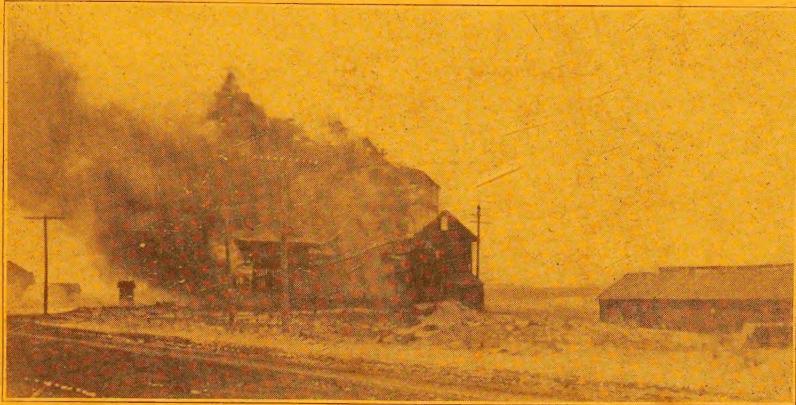


# GRAIN DEALERS JOURNAL

Vol. XLV. No. 11.

Chicago Ill., U. S. A., December 10, 1920.

Price \$2.00 Per Year  
Fifteen Cents Per Copy



## Preventing

Fires and the Suspension of Business is of far more importance to Grain Elevator Owners than just insuring them against loss and doing nothing to save their plants from the flames.

Our earnest aim through all the years we have been insuring the property of Grain Dealers has been to assist and encourage our policy holders to correct the fire hazards of their plants, and thereby prevent the loss of property and the suspension of business. Our self inspection reports have eliminated many hazardous features, reduced fire losses and the cost of insurance to policy holders.

We specialize not only in correcting the known fire hazards of Country Grain Elevators, but we insure them against fire and wind at a minimum cost and see to it that grain salvage is promptly disposed of in the interests of all concerned. Many progressive grain dealers are the proud possessors of our improved policies.

Whether or not your elevator is an acceptable risk, our inspectors will be glad to point out how you can reduce its fire hazards and maybe prevent its burning. Shall we instruct them to look it over?

## Grain Dealers National Fire Insurance Company

C. R. McCOTTER, Mgr.  
Western Office  
Omaha, Nebr.

C. A. McCOTTER,  
Secretary  
Indianapolis, Ind.

# New Orleans

**"The Terminal Markets' Market"**

## Remember These Facts:

Elevator capacity at New Orleans is 7,000,000 bushels.

The Port is served by twelve railroads.

Total trackage within the city—200 miles.

Forty-five steamship lines run into the Port.

In considering the large export business in grain conducted at this port do not forget that New Orleans also supplies all the territory naturally tributary to it with grain and mixed feed. This demand is constant and urgent, but well handled by a group of Board of Trade firms.

## New Orleans Board of Trade Members

**GEO. B. MATTHEWS & SONS,**  
Receivers and shippers, feed mfrs.  
**ANDERSON & JACKSON, INC.,**  
Exporters of grain.  
**R. J. BARR,**  
Grain Exporter.  
**J. T. GIBBONS,**  
Grain dealers, mixed feed mfrs.  
**PAUL R. KALMAN CO.,**  
Receivers, Shippers, Exporters.  
**JAMES M. ROGERS,**  
Grain brokerage and forwarding.  
**ROYAL FEED & MILLING CO.,**  
Manufacturers of Mixed feed.  
**JAMES THOMAS CO.,**  
Exporters and forwarders.  
**J. S. WATERMAN & CO.,**  
Oyster shells, fine and medium.

**MILAM-MORGAN CO., LTD.,**  
Receivers, shippers—mixed feed mfrs.  
**NATHAN & FETTIS,**  
Forwarding agents, export freight broker.  
**K. & E. NEUMOND, INC.,**  
Dealers and exporters in feed articles.  
**W. L. RICHESON CO., INC.,**  
Export shipping, freight bkg. and fwdg.  
**CHAS. M. RODD & CO.,**  
Grain brokers and forwarding agents.  
**LANGENBERG HAY & GRAIN CO.,**  
Receivers, shippers, exporters.  
**LUNHAM & MOORE,**  
Forwarding and freight brokerage  
**CHAS. R. MATTHEWS & BRO.,**  
Brokers, grain and grain products.

THE SECOND PORT

# Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed

HAVING YOUR name in this directory will introduce you to many old and new firms during the year, whom you do not know or could not meet in any other way. Many new concerns are looking for connections, seeking an outlet or an inlet, possibly in your territory. It is certain that they turn to this recognized Directory, and act upon the suggestions it gives them.

## ALBANY, GA.

Bush, V. R., flour, feed, grain broker.  
Georgia Commission Co., mdse. and grain brokers.  
Martin & Co., Roy, broker, grain and feedingstuffs.

## ANNISTON, ALA.

Woodruff Feed Co., dealers grain, hay, feed.

## ATCHISON, KANS.

Blair Elevator Co., receivers and shippers.\*  
Moore-Lawless Grain Co., consignments, futures, pvt. wires.\*

## ATHENS, GA.

Eppes, Wm. E., grain, hay, flour, produce.  
Callaway Grocery Co., The, whse., gro., grain, feeds.  
Hinton & Co., O. R., mdse. and grain brokers.  
O'Farrell Brokerage Co., flour, grain, hay, mxd. fds.\*  
Steedman, Wm. B., grain, feed broker.\*  
Webb Brokerage Co., grain, flour, feed specialty.  
Wier Feed & Grain Co., whse., grain, feed, flour.\*

## ATLANTA, GA.

Commercial Exchange Members.  
Brooke & Co., T. H., grain, hay, flour, c/s pdts.  
Fain Grain Co., W. L., flour, feed, field seeds.\*  
Gregg & Son, J. J., wholesales brokers, grain, hay.\*  
Leonard & Sons, J. T., feedingstuffs, mdse. brokers.  
Martin, Theo. W., broker, grain, flour, hay, mxd. feed.  
Smith, Edward E., broker, grain, hay, flour, mxd. feed.  
Taylor Commission Co., c/s meal, c/s hulls, fertilizer.\*

## AUGUSTA, GA.

Board of Commerce Members.  
Clark Milling Co., dealers grain & feedstuffs.\*  
Cranston & Co., A., brokers, grain, hay, feed.  
Dunbar & Co., H. S., grain, hay, feed, flour, brokers.  
Eve & Co., H. C., grain, grain pdts., mdse., brokers.  
Fletcher & Co., W. W., brokers, hay, grain, flour, feed.  
Hinson, O. W., broker, grain, feed, flour, hay.\*  
Lamb & Hollingsworth, brokers, grain, flour, feed.\*

## BALTIMORE, MD.

Chamber of Commerce Members.  
Baltimore Grain Co., grain receivers, exporters.\*  
Baltimore Pearl Hominy Co., corn products.\*  
Blackburn & Co., C. P., grain receivers, exporters.\*  
Dennis & Co., grain merchants.\*  
England & Co., Chas., grain, hay.\*  
Fahey & Co., John T., grain receivers and exporters.\*  
Gill & Fisher, receivers and shippers.\*  
Hammond, Snyder & Co., Inc., receivers, exporters.\*  
Hax & Co., G. A., grain, hay, seeds.\*  
Jones & Co., H. C., receivers, shippers, exporters.\*  
Lederer Bros., grain receivers.\*  
Robinson & Jackson, grain commission merchants.\*  
Steen & Bro., E., grain receivers and exporters.\*  
Wack & Co., Henry E., grain, hay, feeds.\*

## BESSEMER, ALA.

Curry & Co., J. C., feedstuffs, flour, meal.

## BILLINGS, MONT.

Soule, Ralph W., grain and feed broker.

## BIRMINGHAM, ALA.

Birmingham Grain Co., grain, feed, flour.\*  
Cecil Brokerage Co., grain, hay, millfeed brokers.\*  
Cosby Flour & Grain Co., W. M. grn., flour crn. ml.\*  
Guice, Edward T., flour, grain, feed broker.  
Hemphill & Co., R. C., mdse. & grain brokers.  
Montgomery Brokerage Co., grain, gr. pdts., hay, mdse.  
Morgan & Co., B. C., broker, grain, feed, flour, hay.\*  
Ramsey & Co., J. E., mdse., grain, feed, flour broker.  
Southeastern Brokerage Co., grain, hay, feed.  
Sunny South Grain Co., mfrs., mxd. fd., ctn. sd. ml.  
Tennessee Mill & Feed Co., feedingstuffs.  
Western Grain Co., mfrs., mxd. crn. meal, grits, etc.  
Wood-Crabbe Grain Co., mfrs., crn. ml. grts., gr., hay.\*

## BLOOMINGTON, ILL.

Hasenwinkle Grain Co., cash and futures.  
Worth-Gyles Grain Co., cash and future grain.\*

## BOSTON, MASS.

Chamber of Commerce Members.  
Benzaquin, Matthew D., grain brokerage commission.  
Jaquith, Parker, Smith & Co., wheat, barley, mlio.\*

## BRUNSWICK, GA.

McKinnon, Malcolm B., grain, hay, feed, produce.  
Ogg, C. D., mdse., grain & feedstuffs.  
Taylor, C. A., grain, hay, feed broker.

## BUFFALO, N. Y.

Corn Exchange Members.  
Armour Grain Co., grain merchants.\*  
Bruso, O. A., grain—strictly brokerage.  
Burns Grain Co., grain commission.\*  
Churchill Grain & Seed Co., receivers, shippers.\*  
Davis, Inc., A. C., grain.\*  
Doory-Ellsworth Co., Inc., brokerage commission.\*  
Electric Grain Elevator Co., consignments.\*  
Gee-Lewis Grain Co., barley and rye.\*  
Globe Elevator Co., receivers & shippers.\*  
Harold, A. W., grain, barley a specialty.  
McConnell Grain Corporation, commission merchants.\*  
McKillen, Inc., J. G., receivers and shippers.\*  
Kennedy & Co., Chas., wheat a specialty.\*

\*Member Grain Dealers National Association.

## BUFFALO (Continued)

Pratt & Co., receivers, shippers of grain.\*  
Ratcliffe, S. M., commission merchant.  
Seymour-Wood Grain Co., consignments.\*  
Taylor & Bourne Co., grain merchants.  
Townsend Ward Co., The, consignments.\*  
Urmston Grain Co., grain commission.\*  
Watkins Grain Co., consignments.\*  
Whitney & Gibson, consignments.\*

## CAIRO, ILL.

Board of Trade Members.

Cairo Grain Commission Co., consignments.\*  
Halliday Elevator Co., grain dealers.\*  
Thistledown & Co., grain and hay.

## CARROLLTON, MO.

Claiborne Commission Co., commission merchants.\*

## CEDAR RAPIDS, IOWA.

Cedar Rapids Grain Co., corn and oats.\*  
Gifford Grain Co., grain and grain products.\*  
King Wilder Grain Co., grain shippers.\*

## CHATTANOOGA, TENN.

Grain Exchange Members.

Bagley & Semmes, hay, grain and feed brokers.  
Chattanooga Feed Co., grain, feed, hay, cowpeas.

Harbin, A. D., hay, grain and mill feeds.

Hood Feed Co., flour, feeds, field seeds.

Lookout Brokerage Co., grain, feeds, mdse.

Tennessee River Mig. Co., corn buyers, corn meal mfrs.

Thomasson & Co., J. T., grain, hay, feed.

Winer Feed Co., food, seed.

## CHICAGO, ILL.

Board of Trade Merchants.

Anderson & Co., W. P., grain commission merchants.\*

Armour Grain Co., grain buyers.\*

Bailey & Co., E. W., grain commission merchants.\*

Bartlett-Frazier Co., grain merchants.\*

Brennan & Co., John E., grain commission merchants.

Bridge & Leonard, commission merchants.\*

Carhart Code Harwood Co., grain commission.\*

Dole & Co., J. H., grain and seeds.\*

Freeman & Co., Henry H., grain, hay, straw.

Gerstenberg & Co., commission merchants.\*

Hales & Hunter Co., grain merchants.\*

Harris, Miller & Co., stocks, bonds, grain.

Harris, Winthrop & Co., grain commission.\*

Hitch & Carter, commission merchants.

Hoit & Co., Lowell, commission, grain and seeds.

Lamson Bros. & Co., consignments solicited.\*

Lewis & Co., F. S., grain and provisions.\*

McKenna & Dickey, commission merchants.\*

Mumford & Co., W. R., grain, hay, millstuffs.\*

Norris Grain Co., grain merchants.\*

Northern Grain & Warehouse Co., grain receivers.

Paynter, H. M., grain and field seeds.

Pope & Eckhardt Co., grain and seeds.

Press & Co., W. G., grain, provisions, stocks, etc.

Quaker Oats Co., buyers of grain.

ReQuo Bros., wheat a specialty.

Rumsey & Co., grain commission.\*

Schifflin & Co., P. H., commission.\*

Shaffer Grain Co., J. C., grain merchants.\*

Simons, Day & Co., grain merchants.

Somers, Jones & Co., grain and field seeds.\*

Thayer & Co., C. H., receivers-shippers.\*

Updike Grain Co., consignments.\*

Leland & Co., E. F., grain and seeds.\*

Zweig & Co., Harry A., cash grain only.

## CINCINNATI, O.

Grain & Hay Exchange Members.

Bingham-Scholl Co., grain merchants.\*

Early & Daniel Co., grain, hay, feed.

Mutual Commission Co., hay, grain and feed.\*

## CLEVELAND, O.

Grain & Hay Exchange Members.

Bailey, E. J., grain and millfeed.\*

Cleveland Grain & Milling Co., The, revoys. & shprys.\*

Gates Elevator Co., The, receivers and shippers.\*

Lake Shore Elevator Co., grain and feed.\*

Sheets Elevator Co., The, grain, hay, straw.\*

Shepard, Clark & Co., grain merchants.\*

Star Elevator Co., receivers, grain, hay, straw.\*

Strauss & Co., H. M., receivers, shippers hay & grain.\*

Union Elevator Co., The, grain and hay.\*

## COFFEYVILLE, KANS.

Claiborne Commission Co., commission merchants.\*

## COLORADO SPRINGS, COLO.

Robinson-Hunt Grain Co., grain, hay, seeds, beans.\*

## COLUMBUS, GA.

City Mills Co., soft wheat, corn, millers.\*

Dexter & Hamburzer, grain, hay, feed, flour brokers.\*

Joseph Co., Dan, grain, grain products.\*

Watkins & Co., L. C., mdse., and grain broker.

## CRAWFORDSVILLE, IND.

McCardle-Black Co., grain commission merchants.

## CULLMAN, ALA.

Ponder & Kelley, grain, feed, gen'l mdse.

## DALLAS, TEX.

E. A. Johnson Co., grain and flour brokers.

Rothschild Co., S., grain, c/s products, rice b/p.\*

## DAVENPORT, IOWA.

Davenport Elevator Co., receivers and shippers.\*

## DECATUR, ALA.

Lyle-Taylor Grain Co., whse., grain, hay, feeds.

## DECATUR, ILL.

Baldwin & Co., H. L., grain brokers.\*

## DENVER, COLO.

Grain Exchange Members.

Ady & Crowe Merc. Co., The, grain and hay.

Best & Co., J. D., corn, oats, barley.

Conley-Ross Grain Co., The, grain and beans.

Crescent Flour Mills, The, wheat, corn, oats.\*

Denver Elevator. We buy and sell grain and beans.\*

Elder Grain Co., F. W., "Always Working."

Flanley Grain Co., wholesale grain.

Gallagher Grain Co., grain merchants.\*

Hungarian Flour Mills, wheat, corn, oats, etc.

Kellogg Grain Co., O. M., receivers and shippers.\*

McCaull-Dinsmore Co., wholesaler and commission.\*

Moore-Lawless Grain Co., private wires to all markets.\*

O'Donnell Grain Co., wholesale grain.\*

Phelps Grain Co., T. D., wholesale grain.\*

Scott-George Grain Co., receivers and shippers.\*

Summit Grain & Coal Co., wheat, corn, oats, rye, barl.\*

Thompson Merc. Co., The W. F., wholesale hay.

Warwick Grain Co., buyers & sellers all kinds of grain.

## DES MOINES, IOWA.

Board of Trade Members.

Anderson Co., D. L., grain merchants.

Central Iowa Grain Co., consignments.\*

Des Moines Elevator & Grain Co., oats a specialty.

Iowa Grain Co., receivers and shippers.

Lockwood, Lee, grain, millfeed broker.

Marshall Hall Grain Co., grain commission.

Perrine & Co., W. H., commission merchants.

Taylor & Patton Co., corn and oats.

Tower, C. A., grain broker.

## DETROIT, MICH.

Board of Trade Members.

Dumont, Roberts & Co., receivers, shippers.\*

Huston, C. R., grain, hay consignments a specialty.\*

Lichtenberg & Son, oats, corn, hay, straw.

Simmons & Co., F. J., grain and hay.\*

Swift Grain Co., consign or ask for bid.\*

## DUBLIN, GA.

Barton, J. W., commission merchant.

Farmers Co-op. Elvtr. & Mills, grain and feed.\*

Peacock, R. T., broker.

Pope, J. T., flour and corn miller.

Smith Brothers, brokers, mdse., grain, feedstuffs.\*

Walker, C. L., merchandise broker.

## DULUTH, MINN.

Board of Trade Members.

Mitchell Co., W. C., grain commission.\*

White Grain Co., shippers all grains.\*

## FLOYDADA, TEXAS.

Marshall Grain Co., shippers of milo.\*

## FORT WORTH, TEX.

Grain and Cotton Exchange Members.

Dorsey Grain Co., receivers, shippers.

## FRANKFORT, IND.

McCardle-Black Co., grain commission merchants.

## GADSDEN, ALA.

Alabama Brokerage Co., grain, feed, hay, fr., mdse.

Gadsden Brokerage Co., feed, fr., hr. by c/s pdts.

## GREAT FALLS, MONTANA.

Barkemeyer Grain & Seed Co., grain dealers.\*

## GREENVILLE, MISS.

Lyle & Lyle, white, grain, hay, feedstuffs.

## GREENSBORO, N. C.

Moon-Taylor Co., grain and hay brokers.\*

## GREENVILLE, O.

Grubbs Grain Co., E. A., track buyers.\*

## GULFPORT, MISS.

Corso & Runfalo, gro., grain, feed, flour, hay, pay.

Gulfport Grocery Co., gro., grain, fd., fr., etc.

Howie & Co., J. B. bks., grain, fd., fr., hay.

## HAGERSTOWN, MD.

Valley Brokerage Co., feed, grain, hay broker.\*

## HAMMOND, IND.

Nowak Milling Corp., "Domino Feeds."

## HASTINGS, NEBR.

Elder, Fred W., wholesale grain, hay and mill pdts.\*

Koehler-Twidle Elevator Co., grain dealers.\*

Moritz Grain Co., C., wholesale grain.\*

Sexton, C. R., grain.

## HATTIESBURG, MISS.

Robo & Co., W. E., bks., mdse., grain, hay, fd., fr., etc.

McLain & Co., A. S., grain, feed, mdse. broker.

Merchants Grocery Co., whse., grocers, grain, fd., fr.

## HAVANA, CUBA.

Smith Co., C. E., gen'l brokers—Jacksonville, Miami.\*

# Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed

## HOUSTON, TEX.

Beatty-Archer Co., grain brokers.\*  
Gulf Grain Co., grain, hay, millfeed.\*  
Rothschild Co., S. grain, c/s products, rice b/p.\*

## HUTCHINSON, KANS.

Board of Trade Members.  
Ayres Grain Co., grain merchants.\*  
Beyer Grain Co., consignments, mill orders.  
Central Grain Co., The, buyers for mills.  
Davidson Grain Co., receivers and shippers.  
Farmers Co.-Op. Com. Co., commission merchants.  
Gano Grain Co., grain merchants.  
Goffe & Carkener, private wire.\*  
Graves & Co., T. H., grain merchants.  
Hausam-Bateman & Co., grain buyers and sellers.  
Hayes Grain Co., John, grain merchants.  
Hinman-Yates Grain Co., receivers & shippers.\*  
Hutchinson Grain Co., grain merchants.  
Hutchinson Term. Elvtr. Co., consignments.\*  
Kelly Milling Co., Wm., millers of hard wheat.  
Jay Hausam & Company, grain merchants.  
Jennings Grain Co., C. D., consignments.\*  
Kansas Grain Co., buyers and sellers.  
Larabee Flour Mills Corp., hard wheat millers.  
McClure Grain Co., J. B., buyers and sellers.\*  
Oswald Grain Co., dark hard turkey wheat, specialty.  
Pettit Grain Co., L. H., grain merchants.  
Prairie Grain Co., buyers & sellers milling wheat.  
Rock Milling & Elevator Co., receivers and shippers.  
Russell Grain Co., commission merchants.  
Southwest Grain Co., receivers and shippers.  
The Security Ele. Co., receivers, shippers milo kafir.  
Union Grain Co., grain merchants.

## HUNTSVILLE, ALA.

Huntsville & Decatur Bigg. Co., dtrs. gr. & gr. pdts.  
Lyle & Lyle, whse., grain, hay, feedstuffs.

## INDIANAPOLIS, IND.

Board of Trade Members.  
Belt Elevator & Feed Co., receivers and shippers.  
Bingham-Hewett-Scholl Co., grain merchants.\*  
Boyd Grain Co., Bert A., strictly brokerage & com.  
Cleveland Grain Co., grain commission.  
Evans Grain Co., W. R., commission and brokerage.  
Goldberg Grain Co., consignments.\*  
Hayward-Rich Grain Co., grain commission.\*  
Hill Grain Co., The Lew, commission & brokerage.  
Hoosier Grain Co., consignments only.  
Kendrick & Sloan Co., Inc., grain and hay.  
Kinney Grain Co., H. E., receiver and shipper.\*  
McCardle-Black Co., grain merchants.  
Menzie Grain & Bkg. Co., Carl D., grain commission.\*  
Merchants Hay & Grain Co., hay, grain, mill feed.  
Montgomery & Tompkins, receivers and shippers.  
Shotwell & Co., C. A., grain & hay.  
Steinhart Grain Co., commission and brokerage.\*  
Urmston Grain Co., receivers and shippers.\*  
Witt, Frank A., grain commission and brokerage.\*

## JACKSON, MICH.

Bartlett & Co., J. E., feed, grain, salvage.\*  
Stockbridge Elvtr., track buyers, sellers, gr. & sds.  
Wagner-White Co., track buyers-sellers, grain-feed.

## JACKSON, MISS.

Avison Flour Co., feed mfrs. whl. flour, grain.\*  
Brittain & Co., P. L., mer. bkrs., dls. hay, gr., mill pdts.  
Green, R. H., whse., grocers, pdce., grain, mill feed.  
Nall & Co., A. S., grain brokers.  
Royal Feed & Mig. Co., mixed feed mfrs.\*

## JACKSONVILLE, FLA.

Baker Co., A. S., brokers, grain, feedingstuffs, mdse.  
Howard Grain Co., whse. dealers, grain, hay, flour.\*  
Hulsey-Bessent Co., hay, grain, produce brokers.  
Hunt Co., C. C., brokers, grain, feed, hay, flour, mdse.  
Savage & Redavats Co., merchandise & grain brokers.  
Smith Co., C. E., gen'l brokers, Havana & Miami.\*  
Wilson & Parker Co., brokers, grain, feed, hay, etc.\*

## JASPER, ALA.

Aucutt, J. D., buyer white milling corn.  
Robins, J. H., grain, hay, feed, flour broker.

## KANSAS CITY, MO.

Board of Trade Members.  
Alfalfa Grain Pdts. Co., everything in the feed line.  
Beyer Grain Co., consignments.  
Bruce Bros. Grain Co., consignments.  
Christopher & Co., B. C., kafr, feterita, milo.\*  
Claiborne Commission Co., commission merchants.\*  
Davis Grain Co., A. C., grain commission.  
Denton Kuhn Grain Co., consignments.\*  
Dilts & Morgan, consignments.\*  
Ernst Davis Grain Co., commissions.\*  
Federal Grain Co., receivers, shippers.\*  
Frisco Elevators Co., grain merchants.\*  
Goffe & Carkener, receivers and shippers of grain.\*  
Hall-Baker Grain Co., consignments.  
Hinds Grain Co., The, receivers, shippers.\*  
Hipple Grain Co., feterita, kafr, milo.  
Larabee Flour Mills Corp., The, mfrs. "Larabee Best."  
Logan Bros. Grain Co., receivers and shippers.\*  
Masters Co., H. S., flour, millfeed, grain.  
Mensendieck Grain Co., consignments.\*  
Miller Grain Co., S. H., consignments.  
Moore-Lawless Grain Co., grain receivers.\*  
Moore-Seaver Grain Co., receivers and shippers.\*  
Moritz & Co., C., consignments.  
Norris Grain Co., grain merchants and exporters.  
Parker Corn Co., corn, oats, kafr, milo.\*  
Rothen Grain Co., E. E., consignments.  
Root Grain Co., consignments and futures.\*  
Scoular Bishop Grain Co., receivers and shippers.\*  
Shannon Grain Co., consignments.  
Simonds, Shields, Lonsdale Grain Co., grain.\*

## KANSAS CITY (Continued)

Stevenson Grain Co., buyers and sellers.\*  
Terminal Elevators, receivers, shippers.\*  
Twidale-Wright Grain Co., consignment futures.  
Thresher Fuller Grain Co., grain commission.\*  
Western Grain Co., shippers (a specialty).\*

## KNOXVILLE, TENN.

Davis & Susong Co., hay, grain, feed.\*  
Levy & Co., R. T., merchandise and grain brokers.  
Security Mills & Feed Co., mfrs. of mixed feed.\*  
Smith & Co., J. Allen, flour, meal, feed.\*

## LEAVENWORTH, KANS.

Wilson-Legler Hay & Grain Co., branch at Kansas City.

## LITTLE ROCK, ARK.

Grain Exchange Members.

Cunningham Commission Co., grain, corn products.\*  
Caple & Stockton, hay, grain, feed.  
Cochran Co., H. K., grain dealers.  
Daniel Mill & Elevator Co., Joe, grain, hay, feed.  
Darragh Company, hay, grain, mixed feeds.\*  
Davis, S. P., Est. 1893, grain, flour, cottonseed meal.\*  
Farmer Wilson Co., brokers, hay, grain, mill feed.\*  
Gordy Co., C. L., grain brok., hay, grain, mill feed.\*  
Hayes Grain & Commission Co., dealers in grain, hay.\*  
Munn Brokerage Co., grain, hay, mill feed.\*  
Niemeyer Grain Co., George, grain, hay, mill feed.\*  
Weinmann Milling Co., Grain, hay, mixed feeds.  
Wilson Co., John R., grain brokers.

## LIMA, O.

Gable-Paine Co., hay and grain.

## LINCOLN, NEBR.

Grain Exchange Members.

Barstow Grain Co., W. T., recvs. and shps. all grs.  
Central Granaries Co., wheat, corn, oats, rye, barley.  
Cummings Grain Co., M. T., grain, seed, millfeed.  
Ewart Grain Co., wheat, corn, oats, rye, barley.\*  
Foster Grain Co., receivers and shippers.  
Gooch Milling & Elvtr. Co., flour, feed, macaroni pdts.  
Lincoln Grain Co., grain merchants.\*  
Nebraska Corn Mills, meal, pearl hominy, corn, flour.  
Paul, John M., grain broker.  
Western Feed Dealers Supply Co., hay, gr., millfeeds.  
Wright-Leet Grain Co., receivers and shippers.

## LOS ANGELES, CALIF.

Pacific Grain & C. S. P. Co., grain & c/s meal.

## LOUISVILLE, KY.

Board of Trade Members.

Bingham-Hewett Gr. Co., receivers-shippers of grain.\*  
Callahan & Sons, receivers and shippers of grain.\*  
Edinger & Co., grain, hay, flour.  
Farmer & Sons, Oscar, hay, grain and feeds.\*  
Fruechtenicht, Henry, grain, feed, hay.  
Kentucky Public Elevator Co., storers and shippers.\*  
Schuff & Co., A. C., specialty white mig. corn, wh.\*  
Verhoeft & Co., H., receivers and shippers.\*  
Zorn & Co., S., receivers and shippers.\*

## LYNCHBURG, VA.

Moon-Taylor Co., grain and hay brokers.\*

## MACON, GA.

National Milling Co., mfrs. mixed feed.

Mott Brokerage Co., hay, grain, flour, feed broker.\*

## MARSHALL, MO.

Claiborne Commission Co., commission merchants.\*

## MEMPHIS, TENN.

Merchants Exchange Members.

Anderson, Embrey E., grain, hay, ear corn specialty.\*  
Browne, Walter M., broker & com., consignments.\*  
Buxton, E. E., broker and commission merchant.\*  
Cereal Byproducts Co., everything for mixed feeds.  
Clark-Burkle & Co., grain and hay.\*  
Cook, L. P., receiver and shipper.  
Davis & Andrews Co., grain, mixed feed.\*  
Delta Flour & Feed Co., flour, feed, meal, grains.  
Denyven & Co., brokers and commission.\*  
Edgar-Morgan Co., mixed feed manufacturers, grain.  
Hasenwinkle, H. J., consignments.  
Horton & Co., J. B., grain dealers.  
International Sugar Feed No. 2 Co., mfrs. swt. mx. fd.  
Jones, Lee D., grain dealers.\*

Lovitt & Co., L. B., cotton seed and peanut products.

Marks & Anderson, wholesale grain, hay, mixed feed.

Memphis Milling Co., high grade mixed feed.\*

National Brokerage Co., flour, grain, feed brokers.\*

Mississippi Elevator Co., grain dealers, feed mfrs.\*

Nessly Co., J. L., broker, com., alt. meal, molasses.\*

Patteson & Co., G. E., mfrs., mixed feed, grain.\*

Pease & Dwyer, grain, mixed feed.\*

Riverside Elevator & Warehouse, broker & whose'man.

Royal Feed & Milling Co., mixed feed manufacturers.

Scruggs-Robinson Co., brok. com. mer., consignments.\*

Sesson Coal & Grain Co., grain, mixed feed.

Tate & Co., J. E., wholesale grain dealers.

U. S. Feed Co., grain, hay, mill feed.\*

Wade & Sons, Inc., John, grain, feed, flour.\*

## MERCER, MO.

Alley, A. A., dealers & broker, grain and seeds.

Alley Grain Co., oats, corn, wheat, seeds.\*

## MERIDIAN, MISS.

Board of Trade Members.

Anderton & Co., W. A., wholesale brokers, gr., hay, fd.

Elkin-Henson Grain Co., gr. mxd. fd., hay, ctn. sd. pdts.

George Co., The A. H., grain dtrs., mxd. fd. mfrs.\*

Gibson Brokerage Co., J. A., grain & mdse. brokers.

Harris, John H., grain and mdse. brokers.

Hayward & Scott, grain brokers & mfrs. agents.

Lyle Grocery Co., The Tom, who. gro., grain & hay.

Lyon & Co., A. J., whse. gro., grain, feed.

Meridian Grain & Elvtr. Co., gr. dtrs., mxd. fd. mfrs.

Nashville Grain & Feed Co., receivers and shippers.

## MERIDIAN, MISS. (Continued).

Meyer Bros., wholesale groc., grain, feed.  
Smith Brokerage Co., grn., gr. pdts., hay, ctn., sd. pts.\*  
Sturgis Co., grain dealers, mixed feed mfrs.\*  
Threefoot Bros. & Co., whole grain, feed, fr., gro.\*  
Snowden Com. Co., grain, hay, rice brokers.  
Tutt Grain Co., J. B., grain, fd., c/s products dtrs.  
Queen City Feed Co., grain, hay, flour, corn meal.  
Winner-Klein & Co., whole gro., grain, feed.

## MIDDLETON, CONN.

Meech & Stoddard, Inc., grain, feed, hay, flour.\*

## MILWAUKEE, WIS.

Chamber of Commerce Members.

Bacon Co., E. P., grain and seed.\*  
Bartlett & Son Co., L., grain com. merchants.\*  
Bell Co., W. M., commission merchants.\*  
Blanchard Grain Co., grain receivers.\*  
Blanchard Grain Co., "Always Dependable."\*\*  
Buerguer Commission Co., grain and seed.  
Cargill Grain Co., grain and seeds.  
Donahue-Stratton Co., dtrs. grain and feed.\*  
Flanley Grain Co., consignments solicited.  
Franke-La Budde Grain Co., feeds, grain, hay.  
Fraser-Smith Co., commission merchants.  
Kamm Company, P. C., grain shippers.\*  
Lauer & Co., J. V., grain merchants.  
Merriam Commission Co., consignments.  
Milwaukee Grain Commission Co., grain commission.\*  
Mitchell Co., W. C., commission merchants.\*  
Mohr-Holstein Commission Co., grain merchants.\*  
Rang & Co., Henry, commission merchants.  
Rankin, M. G., & Co., grain and feed.  
Rialto Elvtr. Co., grain receivers and shippers.\*  
Runkel & Dadmun, grain commission merchants.\*  
Taylor & Bourne Co., grain merchants.\*  
Thayer & Co., C. H., receivers & shippers.\*  
Updike Grain Co., consignments solicited.\*

## MINNEAPOLIS, MINN.

Chamber of Commerce Members.

Banner Grain Co., grain receivers.  
Benson, Quinn Co., grain commission.\*  
Cargill Commission Co., grain commission.  
Carter-Sammis & Co., grain commission.\*  
Cereal Grading Co., grain merchants.\*  
Chambers-Mackay Co., screenings & mill feed.  
Dalrymple Co., William, grain commission.\*  
Davies & Co., F. M., grain commission.\*  
Gee Grain Co., G. E., receivers and shippers.  
Getchell-Tanton Co., grain commission.  
Godfrey Grain Co., receivers and shippers.\*  
Gould Grain Co., receivers and shippers.\*  
Hankinson & Co., H. L., grain commission.  
Lewis & Co., Chas. E., consignments.\*  
Malquist & Co., C. A., receivers & shippers.  
Marfield Grain Co., grain commission.\*  
McCull Dinsmore Co., consignments solicited.\*  
Mitchell Co., W. C., grain commission.\*  
Poehler Co., H., grain commission.\*  
Quinn-Shepherdson Co., receivers and shippers.\*  
Scroggins Grain Co., corn and oats.\*  
Seidl, Frank J., all grains and feeds.  
Sterling Grain Co., receivers and shippers all grains.  
Van Dusen-Harrington Co., grain merchants.\*  
Welch Co., E. L., mill oats & screenings.\*  
Wernli-Anderson Co., grain commission, screenings.  
Woodward Newhouse Co., grain merchants.  
Zimmerman, Otto A., barley and oats my specialty.

## MOBILE, ALA.

Butler & Clark, mdse., grain, ctn. sd. pdts., brokers.  
Cleveland Co., Frank, bkrs. & com. merchants.  
Hopper & Co., H. M., grain, mfd., hay brokers.\*  
King & Co., John R., bkrs., grn., mfd., hay, beans.  
Meador & Co., W. M., mdse. & grain brokers.  
Minnis & Co., A. R., bkrs., grain, feed, et al., sd. pdts.  
Suttle, J. L., grain, gr. pdts., feed, mdse. broker.\*  
Turner-Young Grain Co., dtrs., gr., gr. pdts., mfrs. fd.  
Vass & Co., H. P., mdse. & grain brokers.  
Ziliak & Schafer Mig. Co., grain & gr. pdts., feed.  
Zimmern's Co., J., mxd. fd. mfrs., dtrs. grain & hay.

## MONTGOMERY, ALA.

Alabama Black Belt Co., gr. bkrs., dtrs. in Ala. pdts.  
American Mig. & Feed Co., mfrs. crn. ml., gr. dl., fd.  
Browder Bros., grain, feed, flour, mdse. bkrs.  
Cody-Craig Co., grain, feed, flour, mdse., brokers.  
Hobbie Grocery Co., H. M., opertrs. "Hobbs Elvtr."  
Holland & Co., O. C., mdse. & grain brokers.  
Lutz & Co., E. G., bkrs., grain, feed, flour, mdse.  
Richardson Co., O. A., grain, feed, flour brokers.  
Shank & Copeland, bkrs., grain, fd., fir., hay, mill pdts.  
Smith Brokerage Co., grain, feed, flour, hay.  
Winter, Loeb Grocery Co., grain, feed, flour, mdse.

## MOULTRIE, GA.

Delay, A. J., flour and grist mill.  
Moultrie Mill & Elvtr. Co., grain and feedingstuffs.

## NASHVILLE, TENN.

Grain Exchange Members.

Allen Grain Co., receivers and shippers.\*  
Bennett & Co., John C., brokers.\*  
Crozier & Co., W. H., receivers and shippers.\*  
Vincent, Chas., H. receives and shippers.\*  
Gillette Grain Co., The operators steel elevator.\*  
Hale & Sons, J. R., receivers and shippers.\*  
Jones & Co., Chas. D., receivers and shippers.\*  
Kerr, S. S., receiver and shipper.\*  
Liberty Mills, flour and feed.\*  
Mero Mills, Flavo FLour, feeds.\*  
Nashville Grain & Feed Co., receivers and shippers.

# Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed

## NASHVILLE, TENN. (Continued)

Nashville Roller Mills, self rising flour mfrs.\*  
Nashville Warehouse & Elvtr. Co., public storage.  
Neil Shofner Grain Co., receivers and shippers.\*  
Tate, W. R., receiver and shipper.\*  
Tennessee Grain Co., receivers and shippers.\*  
Tyner & Co., John A., corn, wheat, oats, seeds.\*  
Wilkes & Co., J. H., grain, flour, feeds.\*  
Worke & Co., R. H., grain, feed, hay.

## NEWARK, N. J.

Smith & Wallace Co., J. C., receivers, shippers.

## NEW CASTLE, PA.

Hamilton Co., grain, feed, flour, hay, potatoes.\*

## NEW ORLEANS, LA.

Board of Trade Members.

Anderson & Jackson, Inc., exporters of grain.\*  
Barr, R. J., grain exporter.\*  
Gibbons, J. T., gr. dealers, mixed fd. mfrs., exprs.  
Kalman Co., Paul R., recvs., shpr., exprs. of grain.  
Langenberg Hay & Grain Co., recvs., shpr., & exprs.\*  
Lunham & Moore, forwarding & freight brokerage.  
Matthews & Bro., Chas. R., grain & grain pdts., brks.\*  
Matthews Sons, Geo. B., recvs. & shpr., feed mfrs.  
Milam-Morgan Co., Ltd., recvs., shpr., mx. fd. mfrs.  
Nathan & Fettis, twg. agt. & expt. freight broker.\*  
Neumann, Inc., K. & E. dtrs. & exprs in feed articles.  
Richeson Co., Inc., W. L., expt. shpg., fgt. bkg. & fg.\*  
Rodd & Co., Chas. M., gr. brokers & twg. agents.  
Rogers, James M., grain brokerage & forwarding.\*  
Royal Feed & Mfg. Co., mfrs. of mixed feed.  
Thomas Co., James, exporters & forwarders.  
Waterman & Co., J. S., gr. flour & fd. brks., fir. jobs.\*

## NEW YORK CITY.

Produce Exchange Members.

Brainard Commission Co., consignments.\*  
Jones & Co., M. B., buyers—quote us.\*  
Knight & Company, commission merchants.\*  
Morey, L. A., grain.\*  
Therrien, A. F., broker.\*

## NORFOLK, VA.

Moon-Taylor Co., grain and hay brokers.\*

## OKLAHOMA CITY, OKLA.

Grain Exchange Members.

Bennett & Co., Jas. E., gr. stocks, cotton, provisions.\*  
Cherokee Grain Co., grain merchants.\*  
Conyers Grain Co., grain merchants.\*  
Coyle Co., The W. H., c/s pdts., grain, hay.  
Dustin Grain Co., grain, feed, seeds.\*  
Lang Grain Co., J. H., prompt and efficient service.\*  
Langenberg Bros. Grain Co., grain merchants.  
Maney Export Co., grain merchants.  
Marshall Grain Co., grain, feed, seeds.\*  
Oklahoma Export Co., grain commission.\*  
Oklahoma City M. & E. Co., grain merchants, millers.\*  
Rutledge Grain Co., commission merchants.  
Perkins Grain Co., W. L., commission merchants.\*  
Polson & Co., C. A., commission merchants.  
Stinnett Grain Co., grain merchants.\*  
Stowers Grain Co., W. B., commission merchants.

## OMAHA, NEBR.

Grain Exchange Members.

Adams-Reitz Grain Co., consignments.  
Butler Welsh Grain Co., grain merchants.\*  
Carlisle Grain Co., S. S., consignments.\*  
Crowell Elevator Co., receivers, shippers.\*  
Holmquist Elevator Co., receivers and shippers.\*  
Kern Co., brokers and commission merchants.\*  
Leopold-Briggs Grain Co., conscientious service.  
Maney Grain Co., The, consignments.\*  
Merriam Commission Co., consignments.\*  
Miller Wilson Grain Co., receivers and shippers.  
Oswald Delaney Grain Co., consignments.  
Roberts Grain Co., Geo. A., grain merchants.  
Stockham Grain Co., E., commission merchants.\*  
Taylor Grain Co., brokers.  
Trans-Mississippi Grain Co., receivers and shippers.\*  
United Grain Co., grain commission.  
Updike Grain Co., consignments.\*

## PALATKA, FLA.

Campbell, John T., mdse. and grain brokers.

## PARIS, ILL.

McCordle-Black Co., grain commission merchants.

## PEORIA, ILL.

Board of Trade Members.

Bartlett Co., S. C., grain commission.\*  
Cole Grain Co., Geo. W., receivers and shippers.\*  
Conover Grain Co., E. E., grain commission.\*  
Dewey & Sons, W. W., grain commission.\*  
Feltman Grain Co., C. H., grain commission.\*  
Luke Grain Co., grain commission.\*  
McFadden & Co., G. C., consignments.  
McCreery & Son, J. A., wheat, corn, oats.\*  
Miles, P. B. & C. C., grain commission.\*  
Mueller Grain Co., receivers and shippers.\*  
Slick, L. E., consignments solicited.  
Turner Hudnut Co., receivers and shippers.\*  
Tyng Grain Co., commission merchants.\*  
Worth-Gyles Grain Co., grain commission.

## PENSACOLA, FLA.

Bonacker Bros., pkrs., gr., hay, feed, flr., c/s pdts.  
Consolidated Grocery Co., whse gro., grain, produce.  
Gonzales Co., The M. F., gr., hay, feed, mfrs. crn. ml.

## PENSACOLA (Continued)

Wagenheim Co., The I. E., brks. mdse., gr., shorts, bn. Claiborne Commission Co., commission merchants.\*  
Wolf, I., mdse., grain, feed broker.

## PHILADELPHIA, PA.

Commercial Exchange Members.  
Delp Grain Co., E. E., grain and millfeeds.\*  
Dunwoody Co., Ezl., flour, grain, feed.\*  
Lemont & Son, E. K., wheat, corn, oats, flour, feed.  
McKay, Donald, grain and millfeeds.  
Magee & Co., Geo. A., receivers & shippers.  
Miller & Sons, L. F., grain, seeds, hay.\*  
Richardson Bros., grain, flour, millfeeds.\*  
Richardson, Geo. M., grain and feeds.\*  
Rogers & Co., E. L., hay, straw, grain, feed.\*  
Standard Hay & Grain Co., grain and hay.  
Stites, A. Judson, grain & millfeed.\*  
Young & Co., S. H., wheat, corn, oats.

## PITTSBURGH, PA.

Members Grain and Hay Exchange.  
Allen & Co., H. S., grain & hay.\*  
Elwood & Co., R. D., hay and grain.\*  
Foster Co., C. A., grain merchants.\*  
Geidel & Leubin, grain and hay.  
Hardiman & Heck, grain, hay, millfeed.\*  
Harper Grain Co., corn a specialty.\*  
Heck & Co., W. F., grain, hay, millfeed.\*  
Herb Bros. & Martin, grain and hay.  
McCaffrey & Sons, Daniel, hay & grain.  
McCague, R. S., grain, hay.  
Rogers & Co., Geo. E., grain & hay.\*  
Smith & Co., J. W., grain merchants.\*  
Stewart & Co., Jesse C., grain and mill feed.  
Walton Co., Samuel, grain and hay.\*  
Young & Fisher, brokerage and commission.\*

## PONTIAC, ILL.

Balbach, Paul A., grain buyer, all markets.

## PORTLAND, MAINE.

Casco Grain Co., wholesale, grain & feed.  
Doten Grain Co., The, grain, feed, flour.  
Maine Grain Co., grain, feed and flour.  
Paris Flouring Co., flour, grain and feed.\*

## PORTLAND, ORE.

Kerr, Gifford & Co., Inc., grain exporters.\*  
Northern Grain & Warehouse Co., grain exporters.\*  
Pacific Coast Elevator Co., grain.\*  
Pacific Grain Co., grain exporters.\*  
Tri-State Terminal Co., general grain and bags.\*

## PUEBLO, COLO.

McClelland Met'l I. & R. Co., grain hay, and feed.\*

## RICHMOND, VA.

Grain Exchange Members.  
Beveridge & Co., S. T., grain, hay, feeds, seeds.

## ROME, GA.

Chidsey, Jas. B., grain, hay and feed broker.\*  
White Brokerage Co., grain, hay, flour.

## ROCHESTER, N. Y.

Dailey Bros., Inc., receivers and shippers.

## SAGINAW, MICH.

Smith-Connor Hay & Grain Co., hay and grain  
SALT LAKE CITY, UTAH.

Utah-Idaho Bkg. Co., whse grain, hay, flour, feed.\*

## SAVANNAH, GA.

Manucy, J. E., whse, feed & grain broker.

Moore & Co., grain, hay, cottonseed pdts.

## SEATTLE, WASH.

Fairbanks & Co., F. M., grain and feed.

Lilly Co., The Chas. H., seed merchants.\*

Webster & Co., E. A., grain commission, oriental seeds.

## SELMA, ALA.

Baker, A. E., mdse., grain, feed, flour broker.

Campbell & Co., McD., brokers gr., fir., mdx. fd., hay.

Crandell, H. F., merchandise & grain broker.

Hooper, Son & Coleman, mdse., grain, flour brokers.

Ross, Rivers F., flour, feed & grain broker.\*

## ST. JOSEPH, MO.

Grain Exchange Members.

Gordon-Watts Grain Co., grain dealers & brokers.

Great Western Grain Co., buyers and sellers.\*

Aunt Jemima Mills Co., A. J., hominy feed.

Marshall Hall Grain Co., grain commissions solicited.\*

St. Joseph Hay & Grain Co., grain merchants.\*

## ST. LOUIS, MO.

Merchants Exchange Members.

Annan Burg G. & M. Co., flour, grain, millfeed.\*

Ballard-Messmore Grain Co., recvs. grain, hay, seeds.

Bushfield Grain Co., receivers and shippers.

Claiborne Commission Co., commission merchants.\*

Dreyer Commission Co., feeding stuffs, grain, seeds.\*

Elmore Schulz Gr. Co., receivers and shippers grain.

Goffe & Carkener Co., grain commission.\*

Graham & Martin Grain Co., grain commission.\*

Ichtertz & Watson, grain, seeds and hay.\*

Marshall Hall Grain Co., grain commissions.\*

Langenberg Bros. Grain Co., grain commission.\*

Morton & Co., grain commission.\*

Nanson Commission Co., grain commission.\*

Picker & Beardley Com. Co., grain and grass seed.\*

Powell & O'Rourke, corn a specialty.

Thurnau Grain & Feed Co., Arnold A., grn., fd., scrngs.\*

Toberman, Mackey & Co., grain, hay, seeds.\*

Turner Grain Co., grain commission.

## SEDALIA, MO.

Board of Trade Members.

Button Co., L. C., grain commission.

Bailey, Walter H., grain merchants.\*

Godfrey Grain Co., receivers and shippers.\*

McCaull Dinsmore Co., commission.\*

Morris Grain Co., brokers.

Rumsey & Co., receivers of consignments.\*

Warwick Grain Co., consignments solicited.

Western Terminal Elevator Co., receivers and shippers.

## SPRINGFIELD, MO.

Claiborne Commission Co., commission merchants.\*

## STERLING, COLO.

Eller Grain Co., grain, hay, feed.

Moritz Grain Co., C., wholesale grain.

## TALLEDEGA, ALA.

Farmers Ex. & Elvtr. Co., grain, feed, mfrs., corn meal.

## TAMPA, FLA.

Bonacker Bros., brokers, grain, hay, feed, flour.

Harman & Hulsey, grain, hay, millfeed brokers.\*

Hart & Co., E. H., grain & feedingstuffs broker.

Miller-Jackson Grain Co., grain & feed dealers.\*

Spence Brokerage Co., grain, feed, alf. meal, hay.

Quinby, Edmund B., mdse. & feedingstuffs broker.

## THOMASVILLE, GA.

Burch & Son, W. H., corn millers.

South Georgia Brokerage Co., brokers.

Thomasville Elvtr. Co., corn, velvet beans, field seeds.

## TOLEDO, OHIO.

Produce Exchange Members.

De Vore & Co., H. W., grain and seeds.\*

King & Co., C. A., grain and seeds.

Morehouse & Co., wholesale grain and seeds.

Southworth & Co., grain and seeds.\*

Wickenhiser & Co., John, grain receivers, shippers.

Young Grain Co., grain receivers, shippers.

Zahn & Co., J. F., grain seeds.\*

## TOPEKA, KANS.

Derby Grain Co., wheat, corn, oats, and millfeed.\*

## TOPPENISH, WASH.

Preston Grain & Mfg. Co., alf. meal, grain, hay, feedstfs.

## TUSCALOOSA, ALA.

Eddins Brokerage Co., grain, feed, flour, mdse.

Indian Milling Co., mixed feed mfrs.

Rosenbush Brokerage Co., grain, feed, flour, mdse.

Southern Grain Co., grain, hay, mfrs. corn meal.

## TUSCUMBIA, ALA.

Belser, Harry K., grain, feeds, mdse. broker.

Hammerly, E. T., grain, hay, feed, seed.

## VALDOSTA, GA.

Birdsey Commission Co., mdse. and grain brokers.

So. Georgia Milling Co., mfrs. mdx. feed, vel. bean ml.

Valdosta Mill & Elvtr. Co., grain, corn meals, feeds.

## VASS, N. C.

Vass Milling Co., grain, feed, flour.\*

## VICKSBURG, MISS.

Weil & Son, R., brokers; corn, oats, meal, hay, chops.

Wilkerson, R. C., grain broker.

## VINCENNES, IND.

McCordle-Black Co., grain commission merchants.

## WASHINGTON, D. C.

Wilkins-Rogers Mfg. Co., Inc., receivers and shippers.

## WICHITA, KANS.

Board of Trade Members.

Baker-Evans Grain Co., milling and export wheat.

Beyer Grain Co., consignments and mill orders.

Blood-Pickerill Grain Co., consignments, mill orders.

Carroll Grain Co., recvs.-shippers-grain, feed.\*

Claiborne Commission Co., commission merchants.\*

Clark Burdg Grain Co., consignments.\*

Clark Grain Co., C. M., all kinds grain and feed.

Craig Grain Co., J. W., consignments and mill orders.

Groth, Samuel C., milling wheat and feed.

Hayes Grain Co., John, Okla.-Kan., wheat for mills.\*

Hippie Grain Co., consignments.

Kansas Flour mills Co., receivers and shippers.\*

Kansas Milling Co., millers and grain merchants.\*

Kramar Grain Co., receivers and shippers.\*

Raymond Grain Co., consignments.

Schaefer Grain Co., The, general grain dealers.\*

Smith Elevator Co., receivers and shippers.\*

Strong Trading Co., wholesale grain and feed.\*

Wallingford Bros., receivers and shippers.\*

Warwick Grain Co., "always have a bid."

Wichita Flour Mills Co., millers and grain merchants.

Wichita Grain Co., receivers and shippers.

Wichita Terminal Elev. Co., general elevator business.\*

## WINCHESTER, IND.

Goodrich Bros. Hay & Grain Co., whlrs. gr. and seeds.\*

\*Member Grain Dealers National Association.

Board of Trade  
Members**WICHITA**Board of Trade  
Members**THE BAKER-EVANS GRAIN COMPANY**

Milling and Export Wheat, Coarse Grain and Mill Feeds

A. F. BAKER  
405 BOARD OF TRADE*"Always in the Market to buy and sell"*C. M. EVANS  
WICHITA, KANSAS**RAYMOND GRAIN CO.**GRAIN MERCHANTS  
CONSIGNMENTS  
MILLING and EXPORT WHEAT**WARWICK GRAINCO.**Always in the Market—All Grains  
202 Board of Trade, WICHITA, KAN.  
D. S. Warwick

W. T. Whitney

**HIPPLE GRAIN CO.**  
CONSIGNMENTSWHEAT - CORN - OATS - KAFFIR - MILO  
212 Board of Trade, WICHITA, KAN.**CARROLL GRAIN COMPANY**  
WICHITA, KANSAS

Receivers and Shippers

**GRAIN and FEED****RECEIVERS**who want to reach the regular  
grain dealers of the country  
use space in the  
Grain Dealers JournalBoard of Trade  
Members**CAIRO**Board of Trade  
Members

CONSIGN TO US---IT PAYS

**Cairo Grain Commission Co.**BOARD OF TRADE BUILDING  
CAIRO, ILL.SALES TO ARRIVE  
CORN WHEAT OATS**CORN****Halliday Elevator Company**  
GRAIN DEALERS  
CAIRO, ILL.**OATS**Commercial Exchange  
Members**PHILADELPHIA**Commercial Exchange  
Members**Consigning Wheat to Lemont Pays**42 years in the grain business, no complaints,  
everybody satisfied. *Export and Domestic.*E. K. LEMONT & SON  
488-90-92 Bourse, Philadelphia, Pa.**RICHARDSON BROS.**BROKERS  
WANT OFFERS  
GRAIN FLOUR MILL FEED  
Delivered Philadelphia  
Either Export or Domestic  
The Bourse

George A. Magee

D. V. Heck

**George A. Magee & Co.**

CONSIGNMENTS SOLICITED

Receivers &amp; Shippers

Flour Mill Feed Grain Seeds Hay  
688 Bourse Philadelphia, Pa.**E. E. Delp Grain Co.**Elevator and Mills---Bourbon, Indiana  
Eastern Office, Philadelphia, Pa.**L. F. MILLER & SONS**Consignments Solicited  
Receivers and Shippers of  
GRAIN, FEED, SEEDS, HAY, ETC.  
Office 2931 N. Broad St. PHILADELPHIA, PA.**S. H. YOUNG & CO.**WHEAT — CORN — OATS  
417-19 Bourse Bldg.  
CONSIGNMENTSThe value of an "ad" is not measured  
by what it costs, but by what  
it pays the advertiser.**E. L. ROGERS & CO.**Over 50 years  
in the business  
GRAIN—FEED—HAYWhen writing advertisers mention the Grain Dealers Journal of Chicago which works to  
improve your trade conditions. By so doing you help it and your own business.

# HUTCHINSON KANSAS

Hutchinson is always in the market; the milling demand at the point is constant. This unusual demand coupled with the aggressiveness of the Hutchinson Board of Trade members mentioned here, means real service and results for you.

If you are desirous of making more profitable connections in this great Southwestern market, whether you are a miller, exporter or country grain shipper, do not delay but get into communication with any of these firms at once.

## Board of Trade Members

### **AYRES GRAIN CO.**

Grain Merchants

### **BEYER GRAIN CO.**

Consignments & Mill Orders

### **THE CENTRAL GRAIN CO.**

Buying grain for 12 milling companies.

### **DAVIDSON GRAIN CO.**

Receivers & Shippers

### **FARMERS CO-OPERATIVE COMM. CO.**

Commission Merchants

### **GANO GRAIN CO.**

Grain Merchants

### **GOFFE & CARKENER**

E. F. Leland & Co., Pvt. Wire

### **GRAVES & CO., T. H.**

Grain Merchants

### **THE HAUSAM-BATEMAN GRAIN CO.**

We are it for any grain

### **HAYES GRAIN CO.**

Grain Merchants

### **HINMAN-YATES GRAIN CO.**

Receivers & Shippers

### **HUTCHINSON GRAIN CO.**

Grain Merchants

### **THE HUTCHINSON TERMINAL ELEVATOR CO.**

Consignments and Storage

### **JAY HAUSAM & COMPANY**

Grain Merchants

### **C. D. JENNINGS GRAIN CO.**

Consignments

### **KANSAS GRAIN CO.**

Buyers and Sellers

### **THE WM. KELLY MILLING CO.**

Millers and Grain Buyers

### **LARABEE FLOUR MILLS CORP.**

Hard Wheat Millers

### **J. B. McClURE GRAIN CO.**

Buyers and Sellers

### **OSWALD GRAIN CO.**

Dark Hd. Turkey Wheat Specialty

### **RALPH RUSSELL GRAIN CO.**

Commission Merchants

### **THE SOUTHWEST GRAIN CO.**

Grain Merchants

### **THE SECURITY ELEVATOR CO.**

Handlers All Kinds Grain

### **UNION GRAIN CO.**

Grain Dealers

Chamber of Commerce  
Members

## MINNEAPOLIS

Chamber of Commerce  
Members

# McCARTHY BROTHERS COMPANY

ESTABLISHED 1885

## RECEIVERS AND SHIPPERS

OFFICES:      Minneapolis      Duluth      Chicago      Milwaukee  
 Sioux Falls; S. D.      Aberdeen, S. D.      Fargo, N. D.

**MARFIELD GRAIN CO.**  
Receivers and Shippers

WE SOLICIT  
YOUR CONSIGNMENTS

**H. L. HANKINSON & CO.**  
MILWAUKEE      MINNEAPOLIS      DULUTH

STRICTLY  
GRAIN COMMISSION



J. L. McCaul, Pres.   R. A. Dinsmore, Vice-Pres.  
S. J. McCaul, Sec.   A. M. Dinsmore, Treas.

**The McCaul-Dinsmore Co.**  
COMMISSION MERCHANTS  
915-16-19 Chamber of Commerce  
MINNEAPOLIS, MINN.  
Duluth      Milwaukee      Omaha

**GODFREY GRAIN CO.**  
RECEIVERS—SHIPPIERS  
MINNEAPOLIS  
SIOUX CITY      SIOUX FALLS

**Cereal Grading Co.**  
GRAIN MERCHANTS

We buy, sell, store and ship  
all kinds of grain. Get our  
offers, or try us with your  
consignments.

LIBERAL ADVANCES  
Operators of Elevator "R"  
Chamber of Commerce  
MINNEAPOLIS

SHIP TO  
**H. POEHLER CO.**  
In Business Since 1855  
GRAIN COMMISSION  
All Grains—Including Winter Wheat  
MINNEAPOLIS      DULUTH

**CHAS. E. LEWIS & CO.**  
Grain and Stock Brokers  
Minneapolis   St. Paul   Duluth   Winnipeg  
MEMBERS NEW YORK STOCK EXCHANGE  
and all Grain Exchanges

**Quinn-Shepherdson Co.**  
GRAIN COMMISSION  
Minneapolis, Minn.

**WOODWARD-NEWHOUSE CO.**  
Minneapolis, Minn.

**Grain Commission**

**CORN -- OATS -- BARLEY -- RYE**  
For Prompt Shipment in any  
Quantity  
VAN DUSEN  
The HARRINGTON CO.  
MINNEAPOLIS      DULUTH

WE SELL  
FEED      WHEAT MILLING  
The Scroggins Grain Co.  
MINNEAPOLIS

**SHEFFIELD ELEVATOR COMPANY**  
MINNEAPOLIS  
GRAIN SHIPPERS  
Ask for Samples of Milling Wheat, Feed and  
Milling Barley  
WIRE FOR QUOTATIONS

**WANT A JOB?**  
Advertise in the "Situation Wanted"  
columns of the Grain Dealers Journal.

Chamber of Commerce  
Members**MINNEAPOLIS**Chamber of Commerce  
MembersCONSIGNMENTS  
SOLICITED**INTERNATIONAL GRAIN CO.**COMMISSION  
MERCHANTSWe Are Always in the Market for Wheat  
FLOUR EXCHANGE BLDG.

MINNEAPOLIS, MINN.

SHIP TO

**G. E. GEE**  
GRAIN CO.  
Commission - Minneapolis**W. C. MITCHELL CO.**  
Formerly Randall, Gee & Mitchell Co.  
Especially Equipped to Handle  
CONSIGNMENTS  
MINNEAPOLIS—DULUTH—MILWAUKEE  
Shippers of CORN and OATS**CARGILL COMMISSION COMPANY**

DULUTH

MINNEAPOLIS

MILWAUKEE

EFFICIENCY is our watchword; SATISFACTION your reward

SHIP TO CARGILL

*"You can't do better; You might do worse."*Grain Exchange  
Members**OMAHA**Grain Exchange  
Members**MERRIAM &  
MILLARD CO.**  
Terminal Elevators  
OMAHA and COUNCIL BLUFFS**MERRIAM****MERRIAM  
COMMISSION CO.  
CONSIGNMENTS**Read the Advertising pages.  
They contain many stories of interest.  
The *Grain Dealers Journal* presents only reputable concerns.CONSIGNMENTS SOLICITED  
**MILLER-WILSON GRAIN CO.**  
GRAIN MERCHANTS  
200-201 GRAIN EXCHANGE OMAHA RECEIVERS & SHIPPERS**Geo. A. Roberts  
Grain Co.  
GRAIN MERCHANTS  
Consignments  
a  
Specialty  
Omaha, Neb.**

Buyers and  
Sellers  
WHEAT, CORN  
OATS  
TWO Terminal  
Elevators  
Million bushel  
capacity  
CHOICE MILLING WHEAT  
**CONSIGNMENTS**

**CROWELL ELEVATOR COMPANY**  
Receivers and Shippers  
**GRAIN**  
Consignments Solicited  
OMAHA**GRAIN CONSIGNMENTS**  
See what we can do with your next car  
**ADAMS - REITZ GRAIN CO.**  
OMAHA**THE UPDIKE GRAIN COMPANY**  
"The Reliable Consignment House"

Omaha Milwaukee Kansas City Sioux City Chicago

**Want an Elevator?**Then consult the "Elevators for Sale" columns in this issue of the *Grain Dealers Journal*.**ADVERTISING**

WELL PLACED IS YOUR BIG BUSINESS ASSET. A most direct, effective and economical way to reach the progressive grain dealer in your advertising is through THE GRAIN DEALERS JOURNAL.

Board of Trade  
Members

KANSAS CITY

Board of Trade  
Members

**C. MORITZ & COMPANY**  
**CONSIGNMENTS** KANSAS CITY, MO.  
 Board of Trade Annex

**KAFIR-MILO MAIZE**  
**PARKER CORN CO.** 7-8 Board of Trade  
 Wire for Delivered Prices

Real Service on  
ConsignmentsOperators 1,500,000  
BU. ELEVATOR**FEDERAL GRAIN CO.**

SUCCESSORS TO

**AYLSWORTH GRAIN CO.**

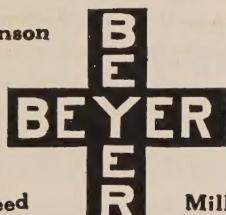
BOARD OF TRADE

KANSAS CITY, MO. U. S. A.

Buyers and Sellers  
of  
Wheat, Corn, Oats,  
Kafir and Milo

**The Beyer Grain Co.**  
KANSAS CITY

Hutchinson



Wichita

Mill Feed

Mill Orders

CONSIGNMENTS

**TWIDALE-WRIGHT GRAIN CO.**

Board of Trade, KANSAS CITY, MO.

Consignments and Future Trades Solicited

The last word in  
Consignment Service

R. J. THRESHER, Pres. EBRN S. THRESHER, Secy.  
**Thresher Fuller Grain Co.**  
 Grain Commission Merchants  
 Consignments Solicited  
 Grain Bought and Sold for Future Delivery  
 311 Board of Trade KANSAS CITY, MO.

**LARABEE'S BEST**

SIX MILLS—13,500 barrels capacity—all catering to the popular demand

ELEVATOR CAPACITY 3,000,000 BUSHELS

Milling Hard and Soft Wheat

Need We Say Any More?

**THE LARABEE FLOUR MILLS CORPORATION**

Security Building, KANSAS CITY, MISSOURI

Mills at St. Joseph and Clinton, Mo., Sioux Falls, S. D., Hutchinson, Wellington and Marysville, Kansas

**SHANNON GRAIN COMPANY**  
CONSIGNMENTS

201-2 Board of Trade KANSAS CITY, MO.

Buyers—Sellers  
WHEAT. CORN  
OATS. BARLEY  
CONSIGNMENTS  
MILL ORDERS

**THE H. S. MASTERS COMPANY**  
DEALERS IN MILL FEED

"Service is Our Aim" Kansas City, Mo.

**HALL-BAKER GRAIN CO.**

Buyers and Sellers of Grain

CONSIGNMENTS

Kansas City - - Missouri

**KAULL MILLING CO.**BUYERS  
HARD MILLING WHEAT  
Handlers of Hard Wheat Flour  
Glen Elder, Kan. Kansas City, Mo.

**BRUCE BROTHERS GRAIN CO.**  
CONSIGNMENTS—PERSONAL SERVICE

KANSAS CITY, MO. ST. JOSEPH, MO.

**CONSIGN**Ernst-Davis Com. Co.  
Kansas CitySPECIAL ATTENTION  
GIVEN TO FUTURES

MEMBERS  
 Kansas City Board of Trade  
 Chicago Board of Trade  
 St. Louis Merchants Ex.

**A. C. DAVIS GRAIN CO.**  
 Grain Commission  
 Mill Orders a Specialty  
 Consignments and Future Orders Solicited  
 KANSAS CITY, U. S. A.

Yes Sir!  
 We Handle  
**CONSIGNMENTS**  
 GRAIN--SEEDS  
 S. H. MILLER GRAIN CO.  
 KANSAS CITY, MO.

**WESTERN GRAIN CO.**  
 Shippers (a Specialty)  
 MILL FEED and FLOUR  
 Natural Feeding and Milling Corn, Oats,  
 Barley, Kaffir Corn and Milo Maize.  
 Bulk or Sacked.  
 657-660 Gibraltar Bldg., Kansas City, Mo.

We buy and sell  
**KAFIR CORN — FETERITA  
MILO MAIZE**  
**B. C. CHRISTOPHER & CO.**  
 Kansas City, Mo.

Board of Trade  
Members

## KANSAS CITY

Board of Trade  
MembersDILTS & MORGAN  
CONSIGNMENTS—FUTURES

Wichita

Atchison

Enid, Okla.

*"He Profits Most Who Serves Best"*

**FULLER GRAIN CO.**  
Consignment  
Service  
Kansas City Atchison, Kansas

## MOORE-LAWLESS GRAIN COMPANY

Consignments—Futures

KANSAS CITY, MO.

Branch Offices: Atchison, Kansas—Denver, Colorado  
Members: Kansas City, Chicago, St. Louis, Atchison and Denver Exchanges

**CONSIGNMENTS**  
We specialize in  
FETERITA KAFIR MILO  
Hipple Grain Co., Kansas City, Mo.

Simonds-Shields-Lonsdale  
Grain Co.  
QUALITY and SERVICE  
KANSAS CITY, MISSOURI

**Terminal Elevators**  
J. Rosenbaum Grain Co.  
Buyers and Sellers of Grain  
KANSAS CITY, MO.

**Mensendieck Grain Co.**  
**CONSIGNMENTS**

**STEVENSON GRAIN CO.**, Kansas City, Mo.  
Buyers and Sellers of Grain  
Prompt and Careful Attention Given Consignments

Consignments and Futures **CLAIBORNE COMMISSION CO.**  
"One car leads to another"

338 Glover Bldg.  
KANSAS CITY, MO.Grain Exchange  
Members

## SIOUX CITY

Grain Exchange  
Members

If You Have  
the interest of your market at heart, support it earnestly, help to advertise it thoroughly and above all do not convey the impression that it is an indifferent market by giving it 30 cents worth of advertising.

**L. C. BUTTON CO.**  
510-511 Grain Exchange, SIOUX CITY, IOWA  
General Grain and Commission Business  
USE US

**RUMSEY & COMPANY**  
Sioux City Chicago

Grain Business in All Branches

**TRUSLER GRAIN CO.**  
RECEIVERS--SHIPPERS  
All Grains—All Grades  
SIOUX CITY, IOWA EMPORIA, KAN.

**GODFREY GRAIN CO.**  
Receivers—Shippers  
MINNEAPOLIS  
Sioux City Sioux Falls

**WARWICK GRAIN CO.**  
We buy grain for all markets  
Call us for bids  
CONSIGNMENTS SOLICITED  
J. O. McClintock, Mgr. SIOUX CITY,

**Shippers**in the Northwest read this page;  
your "ad" will be read too if you  
place it here.Board of Trade  
Members

## DULUTH

Board of Trade  
Members

## WHITE GRAIN CO.

DULUTH

Write for Samples and Quotations

**Shippers**

Fancy Oats	Feed Wheat
Mill Oats	Barley
Screenings	Rye

## W. C. MITCHELL CO.

Formerly Randall, Gee &amp; Mitchell Co.

Duluth produces large quantities of

**Grain Screenings**

Let us know your requirements.

Board of Trade  
Members

## CHICAGO

Board of Trade  
Members

Special Wire and Salesman Service

# LAMSON BROS. CO.

No. 6 Board of Trade, Chicago, Ill.



**Good Execution Keeps Customers  
Keeping Customers is Our Business**

**W. G. PRESS & CO.**  
GRAIN, PROVISION, STOCKS  
175 W. Jackson Blvd., Chicago

*Write for Daily Market Report,  
Mailed Free.*

39 Years Active Members Chicago  
Board of Trade

## GRAIN, PROVISIONS

## STOCKS AND BONDS

# SIMONS, DAY & Co.

Phone Wabash 7860 (All Departments) 322-330 Postal Telegraph Building CHICAGO

We solicit consignments and furnish bids on Cash  
Grain and Provisions for all markets.

# J. J. BADENOCH CO.

400 N. Union Ave.  
CHICAGO

RECEIVERS AND SHIPPERS OF GRAIN  
JOBBERS OF MILL FEEDS AND CONCENTRATES

Members of Chicago Board of Trade Since 1873

**Hales & Hunter Co.**

**Grain Merchants**

Manufacturers of all kinds  
of Feeds

CHICAGO, ILL.

**E. F. Leland & Company**

*Successors to  
WARE & LELAND*

**Grain Stocks Bonds**

231 So. WELLS STREET  
Corner Quincy Street  
CHICAGO

CONSIGNMENTS SOLICITED

MEMBERS

New York Stock Exchange  
New York Cotton Exchange  
New York Produce Exchange  
Chicago Board of Trade  
Chicago Stock Exchange  
Minneapolis Chamber of Commerce  
Kansas City Board of Trade  
St. Louis Merchants Exchange  
Omaha Grain Exchange  
Winnipeg Grain Exchange  
Milwaukee Chamber of Commerce  
Pittsburgh Stock Exchange

**E. W. BAILEY & CO.**  
Commission Merchants

Receivers and Shippers of  
GRAIN, SEEDS, PROVISIONS  
72 Board of Trade, CHICAGO

**JOHN E. BRENNAN & CO.** GRAIN and SEEDS  
COMMISSION MERCHANTS CHICAGO

Philip H. Schifflin Pres.  
Eugene Schifflin Sec'y & Treas.  
**Philip H. Schifflin & Co.**  
Incorporated

COMMISSION MERCHANTS

Grain Seeds and Provisions

515-518 Postal Telegraph Building  
CHICAGO, ILL.

Branch Offices:

R. E. Andrews 319-320 Lincoln Bldg J. V. Shaughnessy  
Champaign, Ill. 210 Woodruff Bldg.  
Joliet, Ill.

Traveling Representative

G. N. McReynolds, Alton, Ill.

W. P. Anderson Pres.-Treas.  
C. H. Gibson Vice-Pres.  
Geo. H. Tanner Secretary  
**W. P. ANDERSON & CO.**  
RECEIVERS  
**GRAIN**  
CONSIGNMENTS AND HEDGING  
ORDERS SOLICITED  
327 S. La Salle Street  
CHICAGO

**DUMSEY & COMPANY**  
RECEIVERS OF  
RESPONSIBILITY &  
CHI CONSIGNMENTS  
ONSERVATISM  
AGO

Board of Trade  
Members

# CHICAGO

Board of Trade  
Members

FOR BEST RESULTS SHIP YOUR GRAIN AND SEEDS TO

## J. H. DOLE & COMPANY

RECEIVERS AND COMMISSION MERCHANTS

327 South La Salle Street

CHICAGO, ILL.



SHIP US THAT NEXT CAR

WE WANT YOUR BUSINESS  
NOT LATER—BUT TODAY  
Especially Consignments  
GRAINS ALL WAYS  
McKENNA & DICKEY  
60 Board of Trade, Chicago

## BARLEY

Two Rowed and  
Heavy White  
Barley Wanted

Send Samples

THE QUAKER OATS  
COMPANY

Grain Department  
CHICAGO

POPE & ECKHARDT CO.  
GRAIN AND SEEDS

111 W. Jackson St.

CHICAGO

*For Best Results*  
CONSIGN  
**ReQua Brothers**  
Board of Trade, CHICAGO  
W. M. TIMBERLAKE, Mgr. Cash Grain

Chicago Grain & Salvage Co.  
DEALERS IN  
**SALVAGE GRAIN**  
GRAIN, FEEDS, Etc.  
WRITE OR WIRE  
930 Postal Telegraph Bldg. CHICAGO

## PHONE

We announce our removal to Suite 701 Continental and Commercial Bank Bldg., Chicago, where Jim Fones is in charge of our CASH GRAIN. Write for Wagner Summer Essays on grain. Ship to Wagner. Phone Fones. E. W. WAGNER & CO., 28 years in business. Grains, Securities, Cotton, Provisions.

## FONES

**GERSTENBERG & CO.**  
COMMISSION MERCHANTS  
GRAIN and SEEDS

Barley a Specialty  
Personal attention given  
Sample Orders  
315 So. La Salle St. CHICAGO  
Traveling Representatives:  
Ray Gerstenberg Jack De Courcey  
Branch Office:  
FT. DODGE, IOWA A. J. MOORE, Mgr.

**F. S. LEWIS & CO.**  
GRAIN AND PROVISIONS  
Consignments and Hedging Orders Solicited  
50 Board of Trade CHICAGO

**J. C. SHAFFER GRAIN CO.**  
Grain Merchants  
234 So. La Salle Street  
Chicago, Ill.

**Harris, Mills & Co.**  
STOCKS BONDS GRAIN  
PROVISIONS  
MEMBERS  
Chicago Stock Exchange  
Chicago Board of Trade

110 S. Dearborn Street  
CHICAGO  
Telephone Randolph 7460

**Northern Grain & Warehouse Co.**  
Grain Merchants  
925-926 Postal Telegraph Bldg. CHICAGO

**Harris, Winthrop & Co.**  
15 Wall Street, New York  
The Rookery, Chicago  
GRAIN COMMISSION

MEMBERS  
New York Stock Ex. New York Cotton Ex.  
New York Prod. Ex. Chicago Stock Ex.  
New York Coffee Ex. Chicago Bd. of T.  
Winnipeg Grain Ex. Kansas City Bd. of T.  
Minneapolis Chamber of Commerce

**HARRY A. ZWEIG & CO.**  
305 South La Salle Street  
CASH GRAIN ONLY  
Consignments—Sales to Arrive

Board of Trade  
Members

## CHICAGO

Board of Trade  
Members

## THE UPDIKE GRAIN COMPANY

*"The Reliable Consignment House"*

CHICAGO

OMAHA

KANSAS CITY

MILWAUKEE

SIOUX CITY

## "DOMINO FEEDS"

We buy at all times

CORN—OATS—BARLEY  
BUCKWHEAT—MILLO  
CHICKENWHEAT  
MILL FEEDS

Ask Us for Bids—Make Offers

NOWAK MILLING CORP.

HAMMOND, IND.

Just outside of Chicago but within  
Chicago switching territory.

## CARHART CODE HARWOOD CO.

## Grain Commission

Board of Trade  
CHICAGOChamber of Commerce  
PEORIA

## CONSIGN TO

## WEGENER BROS.

## Grain Commission

305 SOUTH LA SALLE STREET  
CHICAGOBridge & Leonard  
ChicagoARMOUR GRAIN COMPANY  
GRAIN MERCHANTSManufacturers of  
ARMOUR'S STOCK AND DAIRY FEEDS AND CEREAL PRODUCTS  
208 So. La Salle Street, Chicago, Ill.

## BARTLETT FRAZIER CO. GRAIN MERCHANTS

Western Union Bldg.  
CHICAGOHenry H. Freeman & Co.  
COMMISSION MERCHANTS  
GRAIN HAY STRAW  
60 BOARD OF TRADE, CHICAGOMembers Chicago Board of Trade  
**Hitch & Carder**  
Commission Merchants  
605 Insurance Exchange Bldg. - Chicago  
Tel. Wabash 6584THE CORN EXCHANGE NATIONAL BANK  
OF CHICAGOCAPITAL . . . . . \$ 5,000,000.00  
SURPLUS AND PROFITS . . . . . 10,542,058.00

## OFFICERS

ERNEST A. HAMILL, Chairman of the Board  
EDMUND D. HULBERT, President  
CHARLES L. HUTCHINSON, Vice-President  
J. EDWARD MAASS, Vice President  
OWEN T. REEVES, Jr., Vice-President  
NORMAN J. FORD, Vice-PresidentJAMES G. WAKEFIELD, Vice-President  
EDWARD F. SCHOENECK, Cashier  
LEWIS E. GARY, Ass't Cashier  
JAMES A. WALKER, Ass't Cashier  
CHARLES NOVAK, Ass't Cashier

## DIRECTORS

WATSON F. BLAIR  
CHAUNCEY B. BORLAND  
EDWARD B. BUTLER  
BENJAMIN B. CARPENTER  
CLYDE M. CARE  
ERNEST A. HAMILL  
CHARLES H. HULBURD  
JOHN J. MITCHELLCHARLES L. HUTCHINSON  
MARTIN A. RYERSON  
J. HARRY SELZ  
EDWARD A. SHEDD  
ROBERT J. THORNE  
CHARLES H. WACKER  
HENRY P. CROWELL  
EDMUND D. HULBERT

FOREIGN EXCHANGE — LETTERS OF CREDIT — CABLE TRANSFERS

## ACCOUNTS OF GRAIN MERCHANTS INVITED

## DO IT NOW

Place your name and business before the  
progressive grain elevator men of the entire  
country by advertising in the Grain Dealers  
Journal. It reaches them twice each month.

Grain Merchants

# DES MOINES

Grain Merchants

## TAYLOR & PATTON CO.

Terminal elevator capacity  
250,000 bushels. Buyers and  
shippers of Corn and Oats.

DES MOINES - IOWA

## Central Iowa Grain Co.

GRAIN MERCHANTS

Consignments Solicited

Exceptional Service Assured

Youngerman Bldg., Des Moines, Iowa

## DES MOINES ELEVATOR & GRAIN CO.

Terminal elevator capacity  
700,000 bushels. Oats for  
Southern Trade a Specialty.

DES MOINES - - IOWA

## Mention This Journal

When you write to  
any of our Adver-  
tisers; you'll get a  
prompt reply.

## W. H. PERRINE & CO.

COMMISSION MERCHANTS

721 Hubbell Bldg.

DES MOINES, IOWA

A. MCARTY, Mgr. Telephone Walnut 1982

## Grain Shippers

and in fact all grain men who are  
wide awake and on the alert to  
get onto all the ins and outs of the  
grain business, subscribe for and  
read the Grain Dealers Journal.

Board of Trade  
Members

# INDIANAPOLIS

Board of Trade  
Members



**"Follow The Flag"**  
With Your Shipments  
**URMSTON GRAIN COMPANY**  
INDIANAPOLIS, IND.

## Hayward-Rich Grain Co.

GRAIN COMMISSION

511 Board of Trade Building  
INDIANAPOLIS, IND.

## McCARDLE-BLACK CO.

GRAIN COMMISSION

Members Chicago Board of Trade  
DIRECT PRIVATE WIRE  
Indianapolis, Ind.

Crawfordsville, Ind. Frankfort, Ind. Paris, Ill.

## BELT ELEVATOR & FEED CO.

Fred Vawter  
INDIANAPOLIS, IND.

Commission—GRAIN—Brokerage

When we get your trade we will be just as  
anxious to hold it as we are now solicitous  
about having you send a trial car.

Established 1883

## H. E. KINNEY GRAIN CO.

617 Board of Trade  
INDIANAPOLIS, IND.

SAM J. BRUCE, Manager Consignment  
Department

25 Years' Experience  
KENDRICK & SLOAN CO., Inc.

## GRAIN-HAY

518 Board of Trade, Indianapolis, Ind.

Consign to GOLDBERG GRAIN COMPANY  
AND GET THE FULL MARKET PRICE EVERY TIME

The Lew Hill Grain Co.  
(Incorporated—Capital Stock \$50,000)

## GRAIN

Commission and Brokerage

Earnestly Soliciting Your Business and Correspondence  
Board of Trade Indianapolis, Ind.

## MERCHANTS HAY & GRAIN CO.

INDIANAPOLIS, IND.

HAY, GRAIN AND MILL FEED

We Solicit Your Consignments

## WM. R. EVANS GRAIN CO.

Commission and Brokerage

Our experience will get you the results you are  
after. Send us your corn and oat shipments.

Board of Trade Bldg. Indianapolis, Ind.

Produce Exchange  
Members

# NEW YORK

Produce Exchange  
Members

## Picard Grain & Produce Co., Inc.

**EXPORTERS**

**NEW YORK**

Cable Address  
PICARDCOMP

## Brainard Commission Co.

Receivers and Exporters

OATS and BARLEY

Send samples all off grade grains

Consignments Solicited

Produce Exchange, NEW YORK

## L. W. FORBELL & CO.

Strictly Commission Merchants

Specialists in WHEAT, CORN, OATS

Consignments Solicited

340-342 Produce Exchange, NEW YORK, N.Y.

## KNIGHT & COMPANY

Grain Brokers and  
Commission Merchants

CONSIGNMENTS SOLICITED  
New York Chicago Baltimore

Every time you mention the  
**GRAIN DEALERS JOURNAL**

to an advertiser, you

help to make it bigger and better.

For whatever you wish to know  
about equipment or supplies used  
in or about a grain elevator ask the

Information Buro  
Grain Dealers Journal Chicago, Ill.

Grain  
Dealers**JACKSONVILLE**Grain  
Dealers

**A. S. BAKER CO.—BROKERS**  
Grain—Merchandise—Feedingstuffs

JACKSONVILLE, FLA.

It is the returns from advertising that permits the maximum of service to our readers. Please specify the *Grain Dealers Journal* when writing an advertiser.

**C. C. HUNT COMPANY  
BROKERS**

504 Consolidated Bldg. Jacksonville, Fla.

**HOWARD GRAIN CO.**

Wholesale Dealers

**GRAIN HAY FLOUR****WANT HELP?**Then consult the "Situations Wanted" columns of the *Grain Dealers Journal*.BOARD OF COMMERCE  
MEMBERS**AUGUSTA**BOARD OF COMMERCE  
MEMBERS**CLARK MILLING CO.**Buyers—Soft Milling Wheat  
White Milling Corn

DEALERS IN GRAIN AND FEEDSTUFFS

**LAMB & HOLLINGSWORTH  
BROKERS**

Grain Flour Feed Provisions  
MASONIC BLDG. AUGUSTA, GA.

Who's Your Broker at Augusta

?

**Alexander Cranston & Co.**  
BROKERS SINCE 1890  
Grain Hay Feed Flour Meal

For Results, Let  
**H.W. FLETCHER & CO.  
BROKERS**

handle your Flour, Grain, Hay  
and Feed Account in Augusta

Reputable Grain, Feed, Flour and  
Hay Accounts Solicited  
**O. W. HINSON--Broker**  
Territory: Georgia & South Carolina

**CLARK'S  
Car Load  
Grain Tables**

Eighth Edition Revised and Enlarged

WITH these tables you can quickly check up all reductions and detect and prevent errors.

Largest and most complete car load reduction table ever published. RANGE—Oats and Cotton Seed (32 lbs.), 8 tables, from 20,000 to 107,950 lbs. Malt (34 lbs.), 5 tables from 20,000 to 74,950 lbs.

Barley, Buckwheat and Hungarian Grass Seed (48 lbs.), 7 tables, from 20,000 to 97,950 lbs.

Corn, Rye and Flax Seed (56 lbs.), 9 tables, from 20,000 to 118,950 lbs.

Wheat, Clover, Peas and Potatoes (60 lbs.), 9 tables, from 20,000 to 118,950 lbs. The number of bushels in any weight of grain within the numbers specified above are given in bold face type, the remaining pounds in light face type. Pounds are printed in red and bushels in black.

These tables are printed on heavy linen ledger paper and bound in keratol covers with marginal index. Weight, 6 ozs. Price, \$2.50.

Grain Dealers Journal, 305 So. La Salle St., Chicago, Ill.

Commercial Exchange  
Members**ATLANTA**Commercial Exchange  
Members

**TAYLOR  
COMMISSION  
COMPANY**



**Cotton Seed Meal  
Cotton Seed Hulls  
Fertilizer Materials**

**JOS. GREGG & SON**  
Brokerage and Commission  
HAY and GRAIN

**T. H. BROOKE & CO.**  
DEALERS IN  
Grain, Hay, Flour and Cotton  
Seed Products  
ATLANTA, GEORGIA

**Universal  
Grain Code**

Designed especially to reduce the telegraph tolls, to prevent expensive errors and to protect the business of grain dealers and millers. Its 150 pages contain 14,910 code words and no two spelled near enough alike to cause an error. Includes Supplement of code words for the new Federal wheat, corn and oats grades.

Code is 4 $\frac{1}{2}$ x7 inches, printed on policy bond, bound in black flexible leather. Price \$3.00.

You can greatly reduce your telegraph tolls by using the Universal. Try it.

**W. L. FAIN GRAIN CO.**  
WHOLESALE  
Stock Feed, Field Seed, Flour  
ATLANTA, GA.

**EDWARD E. SMITH**  
BROKER  
Mixed Feeds, Hay, Grain, Flour  
Healey Bldg., ATLANTA, GA.

**THEO. W. MARTIN**  
Flour, Grain, Hay, Mixed Feed  
BROKER  
Reputable Shippers' Accounts Solicited

Upon readers patronage of its  
advertisers depends the success of  
the *Grain Dealers Journal* work.  
Will you mention it?

**Grain Dealers Journal**  
305 So. La Salle St. Chicago, Ill.

Board of Trade  
Members

# PEORIA

Board of Trade  
Members

Consign Your  
**WHEAT - CORN - OATS**  
TO  
**J. A. McCREERY & SON**  
PEORIA  
"The Top of the Market for You"

**E. B. CONOVER GRAIN CO.**

Operators of The Conover-McHenry Elevator.  
Storage Capacity, 600,000 Bushels Daily. Handling Capacity, 150 Cars.

Grain Bought to Arrive or Sold for Shipment.

Consignments Solicited.

PEORIA, ILLINOIS

Peoria offers a strong outlet for  
**NEW CORN**

**W. W. DEWEY & SONS**  
COMMISSION MERCHANTS  
26 CHAMBER OF COMMERCE, PEORIA, ILL.

MEMBERS OF  
Peoria Board of Trade, Chicago Board of  
Trade, St. Louis Merchants' Exchange

**S. C. BARTLETT CO.**

Established 1870  
GRAIN COMMISSION MERCHANTS  
16 & 29 Chamber of Commerce, Peoria, Ill.

**P. B. and C. C. Miles**

Established - 1875  
Incorporated - 1910

Peoria, Illinois

Handling Grain on Commission Our Specialty

**MUELLER GRAIN COMPANY**  
Receivers and Shippers  
**GRAIN**

Consignments Solicited. Track Bids Made on Request  
Room 39 Chamber of Commerce, Peoria, Ill.

**Turner-Hudnut Company**  
Receivers **GRAIN** Shippers  
42-47 Board of Trade

**G. C. McFADDEN & CO.**  
Merchandisers of Grain  
Shippers of Corn and Oats  
Members Chicago Board of Trade PEORIA, ILL.

**H. D. BOWEN GRAIN CO.**  
Receivers and Shippers  
**CONSIGNMENTS**  
OLD MASONIC TEMPLE, PEORIA, ILL.

The paper the Grain Dealer supports, because it supports the Grain Dealer—

**GRAIN DEALERS JOURNAL**

Produce Exchange  
Members

# TOLEDO

Produce Exchange  
Members



**JOHN WICKENHISER & CO.**  
Wholesale Grain Dealers  
TOLEDO, OHIO

We make track bids and quote delivered prices,  
Solicit Consignments of Grain and Clover Seed,  
Members Toledo Produce Exchange and Chicago  
Board of Trade



After such continued decline,  
consignments should pay best.  
On that next car.

"Send it to Zahn"

J.H. STREICHER W.W.CUMMINGS

There is no better time to advertise than the present. Better start before your competitor. Write the JOURNAL today.

**Clover Seed**

International Game, played in Toledo, Ohio.  
Providence does dealing. When "Seedy" favor  
**C. A. KING & CO.**  
Like Billy Sunday they deal in cash and futures

Trade restrictions are temporary. Your  
invested capital in good will and trade  
demand is permanent, providing you keep  
up your advertising in  
*The Grain Dealers Journal*

There is great satisfaction in trusting your  
CONSIGNMENTS OF GRAIN AND SEED  
to a firm you KNOW to be RELIABLE.

1887 **H. W. DEVORE & CO.** 1920  
TOLEDO - OHIO

Board of Trade  
Members

# TOPEKA

Board of Trade  
Members

**Sell it to Us—We want all we can get of  
GOOD KANSAS HARD WHEAT**

The Golden Belt Grain & Elevator Company  
TOPEKA, KANSAS

Good Service  
Right Prices  
Clean Grain

**The Growth in Size  
and Importance of the**

# DENVER

**Grain  
Exchange**

During the past two years is due to the realization, on one hand, of a large number of country shippers that Denver can serve them a little better, and a realization on the other hand by grain firms at terminal markets all over the country, that Denver offers them exceptional opportunities to fill contracts.

Communicate with any of the following Denver Grain Exchange Members.

**O'DONNELL GRAIN CO.**

Think O'Donnell when you think Grain—whether you buy, sell or consign.

**PHELPS GRAIN CO., T. D.**

Wholesale Grain and Beans.

**SCOTT-GEORGE GRAIN CO.**

Wire us when you are in the market to buy or sell Wheat, Corn, Oats, Rye and Barley.

**SUMMIT GRAIN & COAL CO., THE**

Receivers and shippers of all kinds of grain. Wire or phone us.

**WARWICK GRAIN COMPANY**

Buyers and sellers of all kinds of Grain.

**CONLEY-ROSS GRAIN CO., THE**

Wholesale Grain and Beans.

**CRESCENT FLOUR MILLS, THE**

We buy Wheat, Corn, Oats, Beans, etc.

**MOORE-LAWLESS GRAIN CO.**

Kansas City, Denver and Atchison. Private wires to all markets.

**HUNGARIAN FLOUR MILLS**

Dealers in Wheat, Corn, Oats, Rye and Barley.

**O. M. KELLOGG GRAIN CO.**

Receivers and shippers of all kinds of Grain.

**McCAULL-DINSMORE CO.**

Grain—Wholesaler and Commission.

**FLANLEY GRAIN CO.**

Wholesale Grain—get in touch with us.

**J. D. BEST & CO.**

Buyers and Sellers Corn, Oats, Barley.

**THE F. C. AYRES MERCANTILE CO.**

Corn, Oats, Barley, Rye, Hay, Milling types Hard and Soft Wheats. Receivers and Shippers

**FRED W. ELDER GRAIN CO.**

"Always working." Hastings and Grand Island, Nebr.

**THE ADY & CROWE MERC. CO.**

Grain, Hay, Beans.

**DENVER ELEVATOR**

We buy and sell Grain of all kinds, also Beans.

**THE A. McCLELLAND MERCANTILE, I. & R. CO., PUEBLO, COLO.**

If you wish to buy or sell grain in carlots write us.

We are Members of the Denver Grain Exchange

Pueblo is the Real City of Opportunity, Sunshine and Health.

Chamber of Commerce  
Members

# BALTIMORE

Chamber of Commerce  
Members

**Baltimore Pearl Hominy Co.**  
SEABOARD CORN MILLS  
S. F. EVANS, Mgr. BALTIMORE, MD.  
Always in the Market  
Buyers of White and Yellow Corn  
Manufacturers of  
Corn flour, Corn meal, Hominy feed, etc.

**CONSIGNMENTS A SPECIALTY**  
**JOHN T. FAHEY & CO.**  
Commission Merchants  
Grain Receivers and Shippers  
In the Market every day  
Remember us on Rye BALTIMORE, MD.

Established 1900  
**G. A. HAX & CO.**  
COMMISSION  
Grain and Hay  
BALTIMORE MARYLAND

**C. P. BLACKBURN & CO.**  
COMMISSION MERCHANTS  
Grain Receivers Exporters  
Sell to US Consign to US

**Baltimore Grain Co.**  
Consignments  
Baltimore Maryland

**U NEED US WE NEED U**  
TRY US on Net Bids or Consignments  
**HENRY E. WACK & CO., Inc.**  
Baltimore, Md.

**CHAS. ENGLAND & CO.**  
Commission Merchants  
**GRAIN - HAY - SEEDS**  
308-310 Chamber of Commerce, BALTIMORE

Receivers, Shippers, Exporters  
**H. C. JONES & CO.**  
BALTIMORE  
Grain and Hay  
Consignments or Direct Purchases

**GILL & FISHER**  
Grain Receivers and Shippers  
BALTIMORE

The paper the Grain Dealer  
supports, because it supports  
the Grain Dealer—  
**GRAIN DEALERS JOURNAL**

**TONS** to Dollars and Cents  
Designed primarily for use of Coal and Hay Dealers. This book of tables shows at a glance the cost of any number of pounds of coal or hay at any price per ton from \$1.00, \$1.25, \$1.75, \$2.00 and so on to \$14.00. It is especially adapted for retailers. It is well printed on good paper, and bound in cloth. It has a marginal index. Size of book 4 1/4 x 8 1/4 inches, 110 pages. Weight 8 oz. Price, \$1.25.  
GRAIN DEALERS JOURNAL 305 So. La Salle Street, Chicago, Ill.

Merchants Exchange  
Members

# ST. LOUIS

Merchants Exchange  
Members

**Nanson Commission Co.** GRAIN, HAY and SEEDS  
202 Merchants Exchange Bldg., ST. LOUIS, MO.

**TURNER GRAIN CO.**  
Merchants Exchange  
ST. LOUIS  
Grain Commission Matchless Service

**POWELL & O'ROURKE GRAIN CO.**  
Operators of  
**BROOKLYN STREET ELEVATOR**  
ST. LOUIS  
Season Contracts Corn a Specialty  
WE SHIP WHAT WE SELL

**TOBERMAN, MACKEY & CO.**  
GRAIN—HAY—SEEDS  
FASTEST GROWING COMMISSION HOUSE IN AMERICA  
SAINT LOUIS

**PICKER & BEARDSLEY COM. CO.**  
"THE CONSIGNMENT HOUSE OF ST. LOUIS"  
**GRAIN, HAY AND GRASS SEEDS**  
125 MERCHANTS EXCHANGE BLDG. ST. LOUIS, MO.

ALEX. C. HARSH  
President

V. C. ELMORE  
Vice-President

JOHN H. HERRON  
Secretary and Treasurer

**ELMORE-SCHULTZ GRAIN COMPANY**  
EXPERT SERVICE GIVEN CUSTOMERS  
105-107 Merchants Exchange ST. LOUIS

*It is better to have shipped to us than to wish you had*

Give Your Ad a Chance to  
MAKE GOOD  
Run it in the  
GRAIN DEALERS JOURNAL

Established 1877  
**Langenberg Bros. Grain Co.**  
St. Louis New Orleans



**Goffe & Carkener Co.**  
105-107 Merchants Exchange  
**RECEIVERS**  
**GRAIN, HAY & SEEDS**  
**SAINT LOUIS**

W. C. GOFFE  
G. S. CARKENER  
G. C. MARTIN, JR.  
K. C., MO., Office,  
101-102 Board of Trade

**Ichtertz & Watson**  
*Futures Consignments*  
Members { Chicago Board of Trade  
St. Louis Merchants Exchange  
SAINT LOUIS

There is no better time to advertise than the present. Better start before your competitor. Write the JOURNAL today.

Grain Exchange  
Members

# ST. JOSEPH

Grain Exchange  
Members

**AUNT JEMIMA MILLS COMPANY**  
ST. JOSEPH, MO.  
Manufacturers  
**A. J. HOMINY FEED**

**MARSHALL HALL GRAIN CO.**  
OPERATORS OF  
MARSHALL HALL 1,000,000 Bushel GRAIN ELEVATOR  
CONSIGNMENTS SOLICITED GRAIN BOUGHT TO ARRIVE OR SOLD FOR SHIPMENT  
ST. JOSEPH, MO.

**BUTTON-SIMMONS GRAIN CO.**  
Commission Merchants  
1008 Corby-Forsee Bldg.  
St. Joseph, Mo.  
Personal Attention Prompt Returns

**"HAY! Ship Us YOUR GRAIN"**  
**GORDON - WATTS GRAIN CO.**  
Successors to T. P. Gordon Comm. Co.  
**ST. JOSEPH MISSOURI**

**GREAT WESTERN GRAIN CO.**  
Operating G. W. Elevator  
**BUYERS and SELLERS**  
GET OUR PRICES  
**ST. JOSEPH, MISSOURI**

**Say**  
Let the Grain Dealers Journal  
Want Ads do your work.  
They bring quick results.

**Record of C. N. D. QUOTATIONS**

Quotation Record, Form 97A, is formed of sheets of bond paper ruled to facilitate the recording of daily market prices of different options.

Each sheet is headed "Board of Trade Quotations for Week Commencing Monday ..... 19." Columns are provided for 4 Wheat Options, 4 Corn and 4 Oats; have spaces for the market hourly and at close. Closing prices for previous week are listed at top.

Sixty sheets, 9 1/2 x 9 1/2 inches, are well bound in book form—a year's supply. Price \$1.00.

**GRAIN DEALERS JOURNAL**  
305 S. La Salle Street Chicago, Illinois

Board of Trade  
Members

## ATCHISON

Board of Trade  
Members

**Moore-Lawless Grain Co.**  
CONSIGNMENTS—FUTURES  
Private Wires to All Markets  
Board of Trade

**THE BLAIR MILLING CO.**  
MILLERS OF  
**WHEAT AND CORN**  
Ask for bids and quotations

**THE S. R. WASHER GRAIN CO.**  
ELEVATOR "A"  
Receivers — Shippers  
COMMISSION MERCHANTS

**DILTS & MORGAN**  
GRAIN MERCHANTS  
CONSIGNMENTS—FUTURES  
Correspondent Thomson & McKinnon

**Elevator Equipment**

Tell us what you need for your Grain Elevator and we'll tell you where to get it. We make no charge whatever for this service.  
GRAIN DEALERS JOURNAL, CHICAGO

**THE BLAIR ELEVATOR CO.**  
Receivers and Shippers  
ELEVATOR "B"

Chamber of Commerce  
Members

## MILWAUKEE

Chamber of Commerce  
Members

**FRANKE-LaBUDDE GRAIN CO.**  
All Kinds  
**FEEDS = GRAIN = HAY**  
Correspondence Solicited  
Chamber of Commerce, Milwaukee

**E. P. BACON CO.**  
Grain Commission Merchants  
Sellers of Cash Grain and  
Field Seeds on Consignment  
MILWAUKEE--CHICAGO--MINNEAPOLIS

For Consistent SERVICE  
Ship to  
Blanchard Grain Company  
34 New Insurance Building  
MILWAUKEE, WIS.  
1920 A. D.  
, A D... meaning Always Dependable

**W. C. MITCHELL CO.**  
Formerly Randall, Gee & Mitchell Co.  
Especially Equipped to Handle  
CONSIGNMENTS  
Shippers of CORN and OATS  
MILWAUKEE, WIS.

**You Can Sell—  
Your Elevator**

by advertising directly  
to people who want to  
buy, by using a

Grain Dealers Journal  
Want Ad.

Corn Exchange  
Members

## BUFFALO

Corn Exchange  
Members

**THE CHURCHILL GRAIN & SEED COMPANY**  
RECEIVERS AND SHIPPERS BUFFALO, NEW YORK

**BUFFALO GRAIN COMPANY**

Receivers, Forwarders and Commission  
Consignments Solicited

Est. 1903 Barley a Specialty

Ship Us Your

**Corn, Oats and Wheat**

Regardless Of Its Condition  
We operate the Superior Elevator  
equipped with all modern machinery  
for handling grain

**PRATT & CO.**

OPERATORS OF  
SUPERIOR ELEVATOR  
910 Chamber of Commerce, Buffalo, N. Y.

**"Follow the Flag"**

It Leads to Success  
CONSIGNMENTS

URMSTON GRAIN COMPANY  
Buffalo, N. Y. Indianapolis, Ind.

**A. W. HAROLD**  
**GRAIN BARLEY A Specialty**

717 Chamber of Commerce

BUFFALO, N. Y.

**TO BUY  
SELL  
RENT or  
LEASE an  
ELEVATOR**

**Electric  
Consignment  
Service**

A reliable service designed  
to meet the requirements of  
shippers to the Buffalo Mar-  
ket. We solicit your shipments.

**ELECTRIC  
GRAIN ELEVATOR  
CO., BUFFALO**

Place an ad. in the "Wanted" or "For Sale"  
columns of the GRAIN DEALERS JOURNAL  
of Chicago. It will bring you quick returns.

## RECEIVERS, SHIPPERS AND BROKERS

**CONSIGN**  
**WHEAT - CORN - OATS**  
**-TO-**  
**DUMONT, ROBERTS & CO.**  
 301-2 Cham. of Com., DETROIT  
 "The top o' the market to you."

**JAQUITH, PARKER, SMITH & CO.**  
 708 Cham. of Com., BOSTON, MASS.  
 We buy all kinds of Grain and Mill  
 Feed. Sample Feed Wheat, Barley,  
 Milo, Kaffir Corn, etc., for  
 NEW ENGLAND AND EASTERN TRADE  
 Send Samples—Write Us

**Cedar Rapids Grain Co.**  
 RECEIVERS and SHIPPERS  
 CEDAR RAPIDS, IOWA

We can handle your consignments, large or small, in flour, mill feeds, corn, oats and hay. Have good Southern connections. Correspondence with samples solicited.

**VASS MILLING CO.**  
 VASS, N. C.

Solicit inquiries for Natural and Kiln  
 Dried Corn, Country White Oats  
**E. A. GRUBBS GRAIN CO.**  
 Greenville, Ohio

**LANE & SONS GRAIN CO.**  
**KAFFIR-MILO-WHEAT**  
 CLOVIS NEW MEXICO



**ALFALFA HAY IN BALES**  
 May be treated by the New Process of Injecting Food Values into the Bales to create an economical ration for feeding stock.

**E. P. MUELLER**  
 5 N. La Salle St.  
 CHICAGO, ILL.

Always in the market for  
 CORN OATS WHEAT  
 RYE BARLEY  
 Get our bids before selling  
**STOCKBRIDGE ELEVATOR CO.**  
 JACKSON, MICH.

**CENTRAL MILLS COMPANY**  
 JOBBERS and FEED MFRS.  
 DIXON, ILL.

Send us samples whenever you can offer any grain Byproducts, such as Oat Clips, Barley Chaff, Wheat Scourings and Elevator Screenings.

**MATTHEW D. BENZAQUIN**  
**GRAIN AND FEED**  
 Brokerage and Commission  
 DOMESTIC and EXPORT  
 505 Chamber of Commerce. Boston, Mass.

**E. I. BAILEY**  
 CLEVELAND, OHIO  
 Receiver and Shipper of  
**Corn, Oats, Mill Feed**  
 Ask for Prices

**SWIFT GRAIN CO.**  
 Murphy Building  
 Detroit, Michigan  
*Consign or Ask Us for Bid*

**Alfalfa Grain Products Co.**  
 211 Postal Building  
 Kansas City, Mo.  
*"Everything in the Feed Line"*

Brokers and Dealers  
**MOORE & COMPANY**  
 Grain Hay Cottonseed Products  
 SAVANNAH, GA.

**O'FARRELL BROKERAGE**  
**COMPANY**  
 Flour, Grain, Hay, Mixed Feeds  
 Athens, Ga.

**MODERN FLOUR MILLS**  
 1,000 Bbls. Daily  
 In the Market for  
**Red Winter Wheat**  
 MACON, GA.

For Accurate Moisture Tests  
 use our Grain Dealers' Air  
 Tight Cans for forwarding  
 your grain samples.  
**ST. LOUIS PAPER CAN & TUBE CO.**  
 ST. LOUIS, MO.

**Are You Equipped to Win Success?**

Here is your opportunity to insure against embarrassing errors.

**WEBSTER'S**  
**NEW INTERNATIONAL**  
 DICTIONARY is an all-knowing teacher, a universal question answerer.

400,000 Words.  
 6000 Pages.  
 6000 Illustrations.  
 Write for Specimen Pages.  
 G. & C. MERRIAM CO., Springfield, Mass.

**Keep in Touch with Your Trade**

Our 220-page directory gives names, addresses and railroad points of grain men, mill products buyers and flour mills of Arkansas, Colorado, Kansas, Louisiana, New Mexico, Missouri, Oklahoma and Texas. Names of cities and towns of states named are arranged alphabetically with populations.

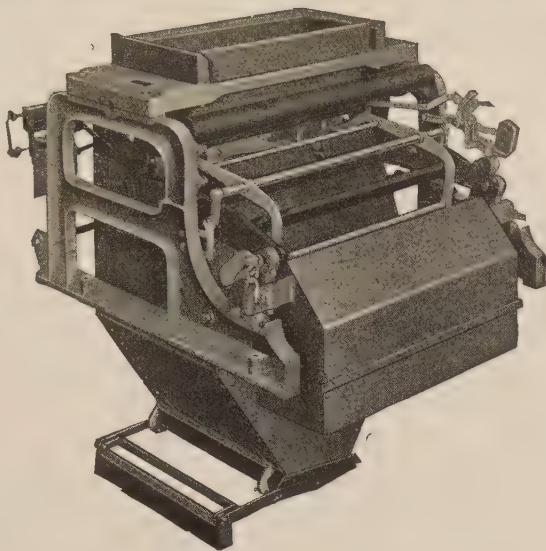
Just What You Need in Your Business  
 sent prepaid to any address upon receipt of \$5.00.

**Etheridge Printing Co.**  
 DALLAS, TEXAS

**I Am the Man You Want**

I can fill that position you have open—fill it perfectly, to your satisfaction. Tell me where to find you in a

**Grain Dealers Journal**  
 Want Ad.



A single miscalculation will destroy the validity of a weight record. Grain shippers can guard against this possibility by installing a New Richardson Fully Automatic Shipping Scale.

A RICHARDSON will relieve the Country Shipper from the necessity of continually supervising his weights, and since it is an entirely self-operating machine, requiring no hand adjustments whatever, the shipper is released from a long and tiresome job. He is free to check in wagonload receipts of grain at any time, whilst his Richardson automatically checks out shipments direct from the cupola to the car.

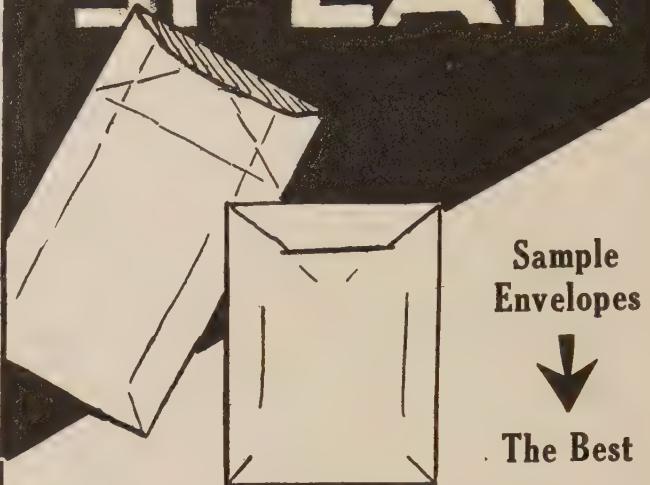
The specifications of the Interstate Commerce Commission are complied with in the design of the scale, so that all that is required of the shipper is to see that his machine is operated, inspected and tested, as required by the I. C. C., an obligation that cannot be avoided by installing a different and less reliable type of scale. A Richardson is accurate, self-operating, type-registering and inexpensive to install.

## RICHARDSON SCALE COMPANY

Passaic, N. J.

Chicago Omaha San Francisco Minneapolis  
Wichita New York

# SPEAR



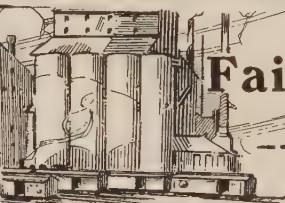
### *Grain Samples Sent the Spear Way Always Reach Destination*

The value of supplying your customers with clean, promptly delivered samples is obvious. Do not neglect the important factor of good sample envelopes.

*Write us for samples and prices today.*

## HEYWOOD MFG. CO.

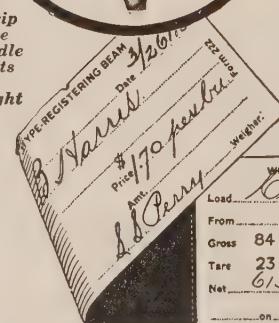
420 N. 3rd St. Minneapolis, Minn.



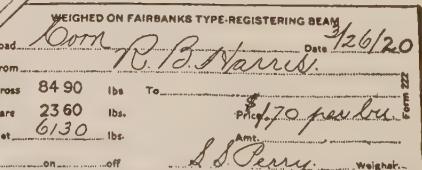
## Fairbanks Scales



*A Grip  
of the  
Handle  
Prints  
the  
Weight*



With Type  
Registering Beam  
give you accurate  
weights in tripli-  
cate, printed on a  
permanent record  
card. No errors in  
copying scale read-  
ings. It builds cus-  
tomer confidence.



*Can be Used on any Fairbanks Wagon or Auto Truck Scale*

## Fairbanks, Morse & Co. CHICAGO

Oil Engines - Pumps - Electric Motors and Generators - Fairbanks Scales - Railway Appliances - Farm Power Machines



## WEBSTER SERVICE

The true economy of a mechanical conveying system should be measured not only by the extent to which labor can be conserved, but also by the volume of work it can accomplish when, because of heat or cold—or for any other reason—hand labor fails. These features cannot, logically, be overlooked by any industry which handles raw or finished products in quantity, but should be the basis of judging the necessity for a conveying system, as the saving thus earned forms a permanent economy, and the equipment is a tangible asset.

As the product of a pioneer in conveying machinery, Webster equipment has long been known for its exceptional service life. The dominant motive of every Webster engineer is to maintain this high standard, and how well the task has been accomplished is daily demonstrated by actual performance in hundreds of successful installations.

## The Webster Manufacturing Company

4500-4560 Cortland St., Chicago

FACTORIES: TIFFIN, OHIO, AND CHICAGO.

SALES OFFICES IN PRINCIPAL CITIES

**THE BEST ON THE MARKET**

*Globe Combination Auto Truck & Wagon Dump*  
**SIMPLE - RELIABLE - PRACTICAL**  
(SPENCER PATENTS FEB. 1919)

**FOR ANY MILL OR ELEVATOR,**

**DUMPS, TRUCKS,**

**WAGONS**

**AND**

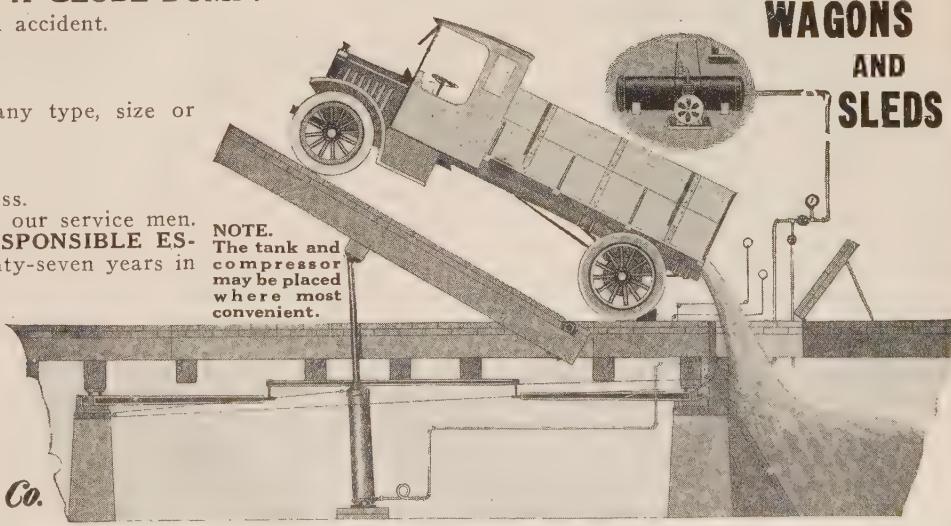
**SLEDS**

**HERE ARE TEN GOOD REASONS WHY  
YOU SHOULD BUY A GLOBE DUMP:**

- 1 It is impossible to have an accident.
- 2 It is a time saver.
- 3 It is a money saver.
- 4 It is a labor saver.
- 5 It can be installed with any type, size or make of scale.
- 6 It is simple.
- 7 It is durable.
- 8 It will increase your business.
- 9 It is regularly inspected by our service men.
- 10 **IT IS BACKED BY A RESPONSIBLE ESTABLISHED HOUSE** twenty-seven years in the business.

Stop wasting time, money and energy by unloading vehicles in the old way. Double your dumping efficiency at the one cost, with a **Globe Dump**.

We solicit your inquiries and orders, and will be glad to send you blue prints, literature and prices, and a list showing the names of hundreds of Globe boosters.



Manufactured by

**Globe Machinery & Supply Co.**  
Des Moines, Iowa.

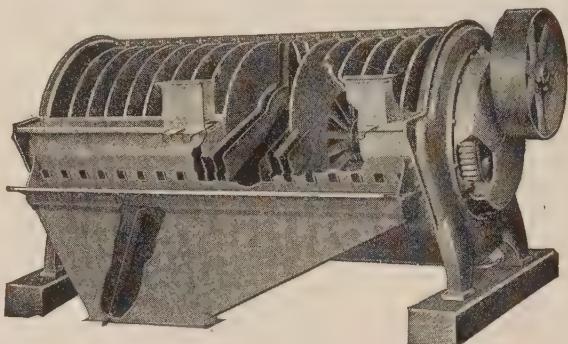
# Fool Proof

A fool-proof and trouble-proof separator has long been hoped for by elevator men. Complicated machines now in general use call for more or less experienced mechanics to insure satisfactory results and this class of help is admittedly expensive.

Next to its phenomenal cleaning record, is the simplicity of the New Carter Disc Separator. No screws—no brushes—just one revolving element. It produces a perfect separation at all times, requiring absolutely

no attention and having no adjustments except the feed gate.

The maintenance on present grain cleaning equipment will pay for a New Carter Disc Separator. You are losing money and wheat every day it stays out of your elevator.

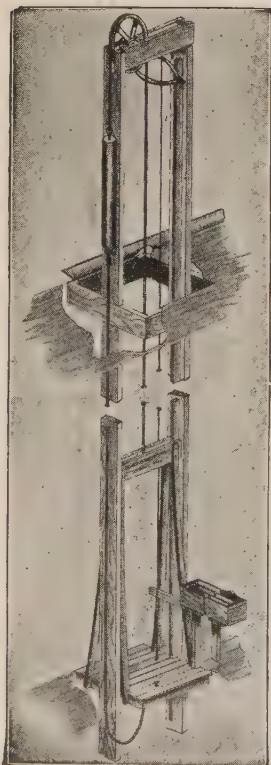


*"A Hand Picked Separation"*

The New Carter Disc Separator separates: oats and barley from wheat; oats and barley from rye; wheat and seeds from oats; barley from oats; cockle, wild peas and seeds from wheat.

## THE NEW CARTER DISC SEPARATOR

Made by Carter-Mayhew Mfg. Co., Minneapolis, Minn. Address Canadian inquiries to Strong-Scott Mfg. Co., Ltd., Winnipeg



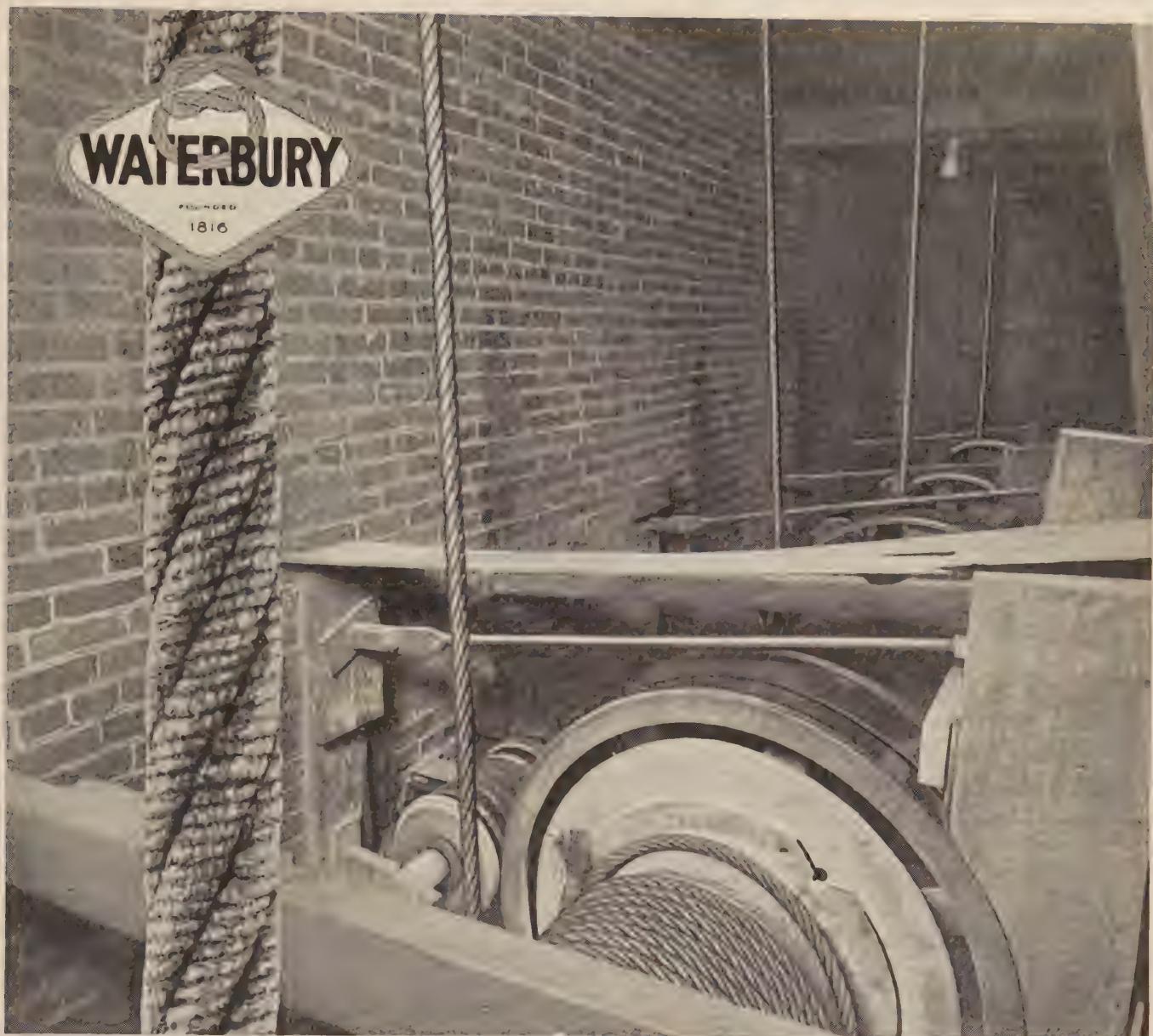
## WHY WALK

to the cupola of your elevator each time the head machinery needs oiling or cleaning. This is a waste of effort that could be spent more advantageously in some other way. Another thing, have you considered that the installation of a

## Sidney Manlift

in your elevator earns a lower insurance rate for you? Figure it out, and you will find that the saving thus effected will almost pay for the manlift. There are many ways a manlift will save you money, which are explained in our recent catalog, also describing other machines in the extensive line of "Sidney" elevator machinery. This catalog is yours for the asking.

**The PHILIP SMITH MFG. CO.  
SIDNEY, OHIO**



Every strand of Waterbury Fibreclad Wire Rope is served with a marline covering which gives a high frictional grip, prevents chafing, and protects the wire from abrasion, rust and rot.

These features make Waterbury Fibreclad Wire Rope particularly useful for transmission of power, for hoisting and for other grain elevator uses.

**Waterbury Quality**—the dominant characteristic of every grade of Waterbury Rope—assures long life and satisfactory rope service.

## WATERBURY COMPANY 63 PARK ROW, NEW YORK

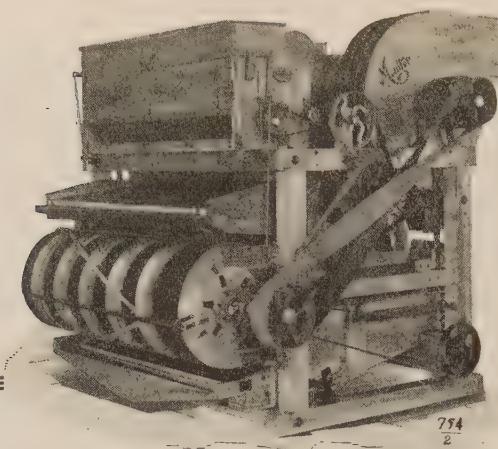
MAKERS OF WIRE, ARMORED, FIBRE AND  
FIBRECLAD ROPE, ALSO MUSIC WIRE

CHICAGO.....609-613 North LaSalle St.  
SAN FRANCISCO.....151-161 Main St.  
DALLAS, TEXAS.....A. T. Powell & Co.  
NEW ORLEANS.....1018 Maison Blanche Bldg.  
2401-W



160,000 rope buyers are now  
using the Waterbury  
GREEN BOOK as a guide.  
A copy will be sent free  
on request.

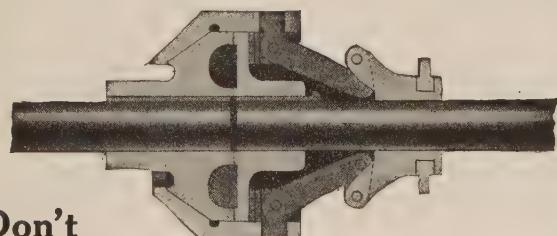
# The GRAIN DEALERS JOURNAL.



You know that your wheat grades according to the oats it carries. Many of you know that the Monitor Northwestern Separator makes the separation in a manner yet to be equalled by any other machine. You who do not know this can profit by the other man's experience.

Canadian Plant,  
HUNTLEY MFG. CO., Ltd.  
Tillsonburg, Ont.

**HUNTLEY MFG. CO.**  
DEPT. B.  
**SILVER CREEK, N. Y.**



Don't  
Say Clutch  
Say **PEERLESS**

The PEERLESS Clutch a radically, differently constructed device for this purpose, was designed and proven to have more area of friction surface, less parts, simpler and perfect adjustment, greater stability and longer life. It is constructed entirely of metal of our own formulas and is so mechanically, perfectly assembled that proper lubrication reaches all friction surface. For high speeds and heavy duty we bronze line all friction surfaces in addition to the bronze bush sleeve, which is our standard equipment. The arrangement of links and levers is such that Clutch cannot be accidentally engaged or disengaged.

WRITE FOR DESCRIPTIVE CATALOGUE AND PRICES.

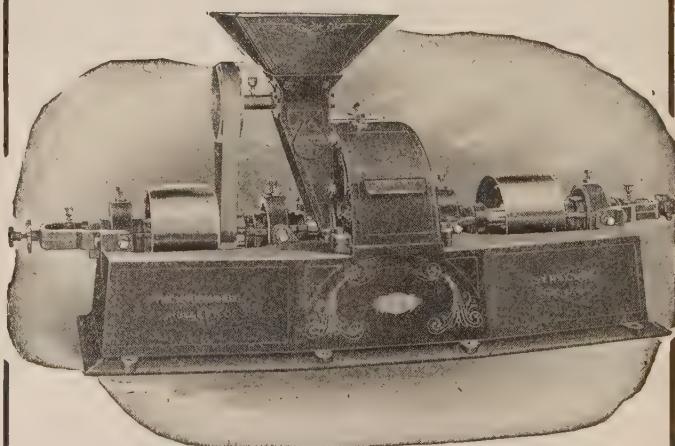
We carry a complete stock of Elevating, Conveying and Power Transmitting Machinery for Grain Elevators, Flour Mills, etc. We are also prepared to design complete Elevators and earnestly solicit your inquiries.

**Essmueller Mill Furnishing Co.**

1816-24 SOUTH 8th ST.

ST. LOUIS, MO.

**You Cannot Judge  
A Mill by the  
Advertised Description**



If you are interested to know why our "HALSTEAD" has larger capacity; does better work with less power, at about one-half upkeep expense, and original cost of Mill from 40% to 60% less than other makes, write us for catalogue.

**THE ENGELBERG HULLER CO.**  
831 W. Fayette Street  
SYRACUSE, N. Y.



## Accurate records make it easy to make out an income tax report.

An up-to-date National Cash Register gives complete and accurate records of—

- |                 |                        |
|-----------------|------------------------|
| ① Cash sales.   | ③ Received on account. |
| ② Charge sales. | ④ Petty cash paid out. |

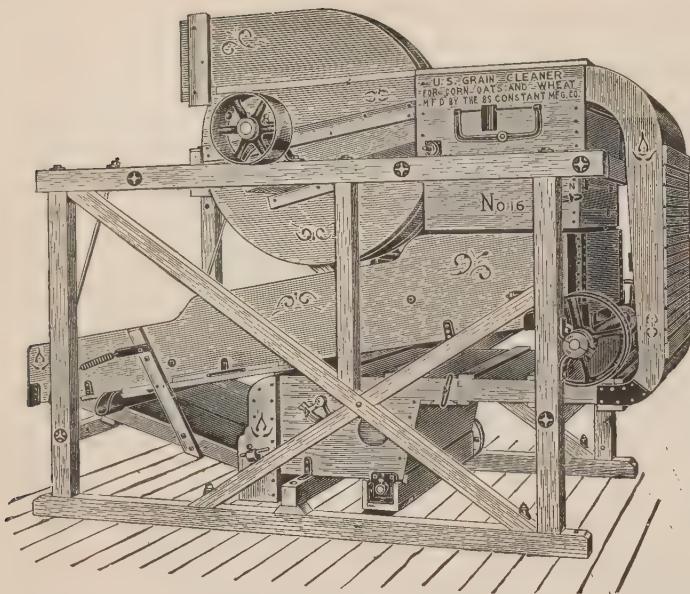
A merchant must have these records to make out his income tax report.

National Cash Register records are printed and added. They are always available and always reliable. There is no other way a merchant can get these records so easily as with a National Cash Register.

Every merchant needs these records once a year for his income tax report. He needs the same records every day to control his business.

We make cash registers for every line of business. Priced \$75 and up.

**NATIONAL**  
**CASH REGISTER CO.**  
DAYTON, OHIO.



## Quality Cleaning

You grain men of experience know that clean grain brings a premium price at the terminal markets. For this reason your elevator should be equipped to thoroughly clean all grain before shipping.

### The U. S. Grain Cleaner

is acknowledged a leader in satisfactory performance, and has built up a reputation for operating efficiency and economy that needs no remarks on our part.

Satisfied users are our best endorsements and to them we will gladly refer any prospective buyers of grain cleaning machinery; knowing their testimony will bring the purchaser to the U. S. factory.

Write for further information about this cleaner and other grain elevator machinery.

### B. S. Constant Manufacturing Co.

Bloomington, Illinois

**O**UR MOTTO for over twenty-five years has been SAFETY FIRST. During these years we have equipped thousands of elevators with dust collecting systems to prevent explosions, and no dust explosion or loss of a single life has occurred in one of them.

Your liability attaches if you don't protect your elevator and workers.



FOR CATALOGUE, WRITE

**THE DAY COMPANY**  
Minneapolis, Minn.

## Improved Duplicating Grain Tickets

With the use of Form 19GT as a scale book much time and labor will be saved as one writing with the use of carbon will give you a complete record and a ticket for the hauler. Chance of error will be minimized as both the ticket and office record will be the same.

This book contains 250 leaves. Each of the 125 original leaves bears four scale tickets, is machine perforated, printed on white bond, size of tickets  $3 \times 6\frac{3}{8}$  inches. The 125 duplicates are printed on manila but not perforated. Check bound at top of tickets with hinge top cover, 500 tickets in each book arranged horizontally. Size of book  $7\frac{1}{2} \times 12$  inches, each book supplied with 5 sheets of carbon.

The printing is crosswise ticket and has spaces for the following record: "Owner, Hauler, Grain, Grade and Dockage, Gross, Tare, Net, Total Dockage, Net Pounds, Bushels, Price and Amount, Storage Ticket No., Station Ticket No., and Date, Weigher, Name of Firm or Buyer."

Form 19GT Duplicating (250 pages) \$1.75

Form 19GT Triplicating (375 pages) 2.25

**Grain Dealers Journal**  
305 So. La Salle St. Chicago, Ill.

WE ARE  
**SLASHING PRICES**

On everything needed for the  
Flour, Corn and Feed Mill  
and Grain Elevator

---

Now is your chance to buy if you  
have been waiting for lower prices.

We are reducing our prices be-  
cause we feel it the duty of every  
loyal American business corporation  
to help bring down high prices.

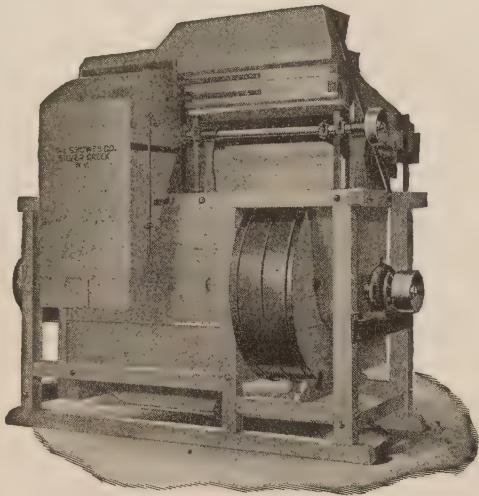
---

Write us your requirements today



**BARNARD & LEAS MFG. CO.**  
MILL BUILDERS AND  
MILL FURNISHERS  
ESTABLISHED 1860. MOLINE, ILLINOIS, U.S.A.





# "EUREKA" OAT CLIPPERS

are big and strong and rugged—made to run twenty-four hours a day, and three hundred and sixty-five days in a year, and they'll do it, and do it so easily that you will forget you have one on the job.

**Maximum of Efficiency — Minimum Cost of Upkeep.** That's what is accomplished by the  
**"EUREKA" OAT CLIPPER**

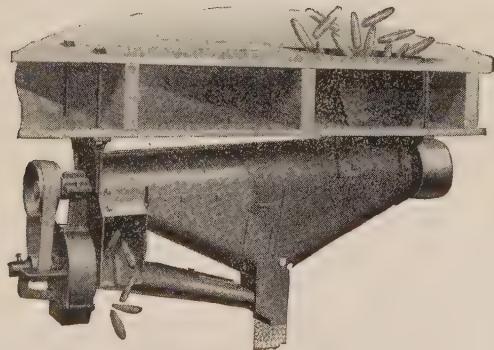
ASK FOR BULLETIN NO. 68.

**S. HOWES CO., Inc.**  
SILVER CREEK, N. Y.

European Branch: 64 Mark Lane, London, England.

#### REPRESENTATIVES:

William Watson, Room 415, 111 W. Jackson Blvd., Chicago, Ill.  
J. E. Gambrill, 749 E. Church St., Marion Ohio.  
J. Q. Smythe, 3951 Broadway, Indianapolis Ind.  
F. E. Dorsey 3850 Wabash Ave., Kansas City, Mo.  
Brinkley Supply Company, Seattle, Wash.  
C. J. Groat, 522 Beard of Trade Bldg., Portland Ore.



## TRIUMPH CORN SHELLERS

Shell corn thoroly without breaking the cobs or the kernels and take little power.

Our new Corn Sheller Bulletin tells all about them. Ask us to send you a copy.

**THE C. O. BARTLETT & SNOW CO.**  
Main Office and Works: Cleveland, Ohio

No. 1192

## WHAT DO YOU NEED?

to modernize your plant so it will minimize your labor and increase your profits? Is it here?

Account Books	Gravity Cleaner
Attrition Mill	Herringbone Reduction Gears
Bag Closing Machine	Lightning Rods
Bags and Burlap	Manlift
Bearings { Ball	Moisture Testers
} Roller	Oat Bleachers and Purifiers
Beltling	Oat Clipper
Boots	Painting or Repairing
Buckets	Portable Elevator
Car Liners	{ Gas Engine
Car Loader	Kerosene Engine
Car Mover	Motors
Car Puller	Power Shovel
Car Seals	Renewable Fuse
Cleaner	Rolls for Cracking Corn
Clover Huller	Sample Envelopes
Coal Conveyor	Scales
Conveying Machinery	Scarfing Machine
Distributor	Self Contained Flour Mill
Dockage Tester	Separator
Dump { Auto Truck	Sheller
} Wagon	Sieves
Dump Controller	Siding-Roofing { Asbestos
Dust Collector	Steel
Elevator Leg	Silent Chain Drive
Elevator Paint	Spouting
Feed Mill	Storage Tanks
Fire Barrels	Testing Apparatus
Grain Driers	Transmission Machinery
Grain Tables	Transmission Rope

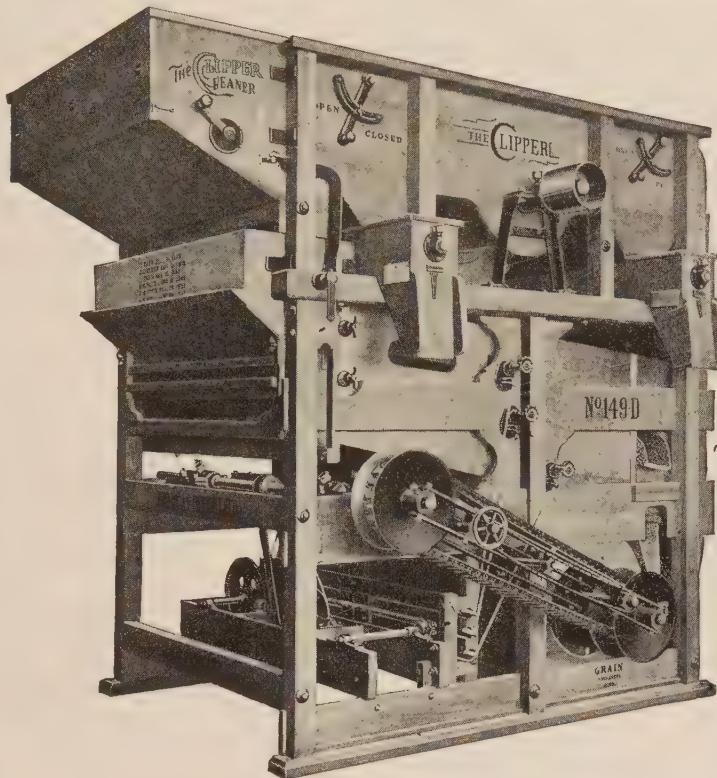
or anything used in a grain elevator.

Draw a line through the supplies wanted, and write us regarding your contemplated improvements or changes. We will place you in communication with reputable firms specializing in what you need, to the end that you will receive information regarding the latest and best.

**INFORMATION BURO**  
Grain Dealers Journal, 305 So. La Salle St., Chicago

# CLIPPER

## Double Suction Dustless Grain Cleaners



with—

Variable Air Regulator  
Ball Bearing Suction Fans  
Ball Bearing Loose Pulley  
Improved Screen Holders  
New Traveling Brush Adjustment

New Type Cross-Head for  
Brush Drive

In all these ideas the Clipper leads the Grain Cleaner Industry. It is just such things that make the Clipper the most popular cleaner on the market

### Results Actually Produced by CLIPPER CLEANERS in Operation

are far more convincing than empty claims. We have a large number of these Cleaners in use in the grain growing states and every owner or operator of a No. 8-D or No. 149-D Cleaner can vouch for the HIGHLY PROFITABLE RESULTS and SATISFACTION THEY GIVE.

The Clipper Cleaner is not an experiment. Years of constant study and untiring efforts have enabled us to produce a machine that stands SECOND TO NO OTHER CLEANER ON THE MARKET.

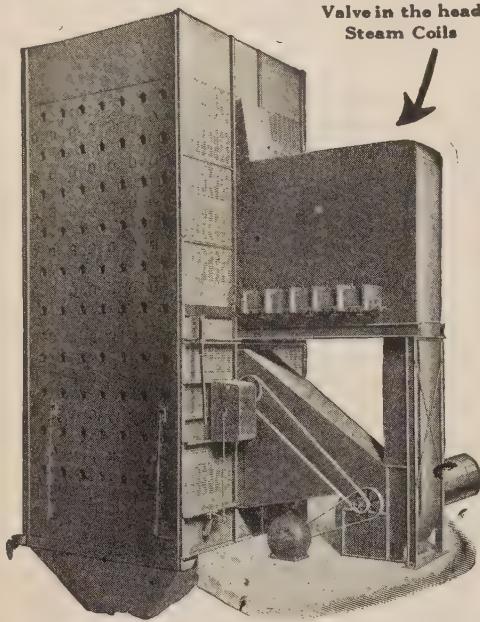
#### PRICE

No. 149-D .....	\$483.00
No. 8-D .....	552.00

CATALOG ON REQUEST

A. T. FERRELL & CO. SAGINAW  
MICHIGAN

# MORRIS GRAIN DRIERS



**"MORRIS DRIED SAME AS SUN DRIED"**

**Valve in the head  
Steam Coils**

## **BE PREPARED**

# BUY AN AUTOMATIC MORRIS

**You will use it every year.**

# AUTOMATIC and SELF CONTAINED

Requiring no special Building Construction. The Automatic feature eliminates an attendant. This is the simplest, most positive and uniform drier made. Write for detailed information and you will **BUY A MORRIS** if you buy a Drier.

We Also Offer a Complete Line of  
Direct Heat Driers

# THE STRONG-SCOTT MFG. COMPANY

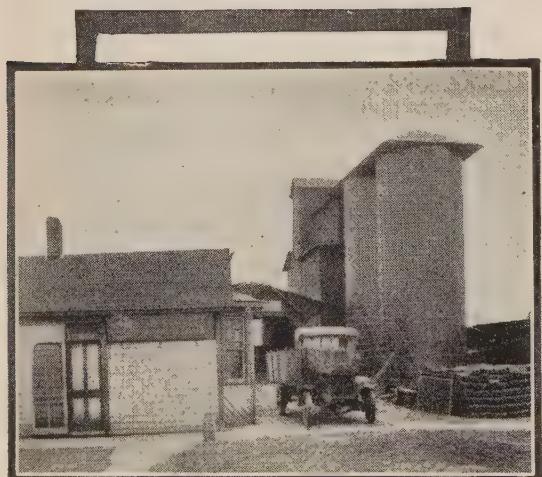
***"Everything for Every Mill and Elevator"***

## **GREAT FALLS**

## SPOKANE

## MINNEAPOLIS

WINNIPEG



*Daugherty & Co., Derby, Ohio.  
16x40 Grain Bins.*



Notice the  
"ship-lap"  
joints, the air-  
space for insula-  
tion and the top  
groove for  
twisted steel  
re-enforcing

# **“None Excels Your Block”**

—say Daugherty & Co. of Derby, Ohio—"for an economical, strong and durable bin that is damp-proof and leak-proof. Also they make a bin of pleasing appearance." Looking at it from any angle here is the construction that is ideal for grain storage.

# Preston Lansing

VITRIFIED TILE  
GRAIN STORAGE BINS

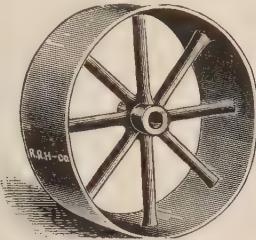
The first cost is the only cost. They never need repairs, painting or rebuilding. They are everlasting, rat-proof, moisture-proof, rot-proof and fire-proof

Our engineering department will gladly co-operate with you in preparing plans. When writing, ask for catalog and prices.

**J. M. PRESTON CO.**

# WHEN THAT BREAK-DOWN COMES— LET US TAKE CARE OF YOU

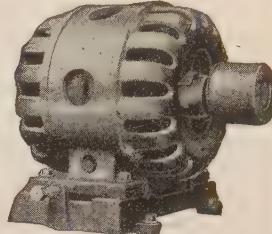
Our large and complete stock of Elevator and Mill Machinery and Supplies always on hand enables you to get just what you want, and get it quickly. Included in our line are:



Pulleys  
Belting  
Elevator Buckets  
Grain Spouts  
Boots and Heads  
Man Lifts  
Gas and Oil Engines  
Electric Motors

Spiral Conveyors  
Shafting  
Car Movers  
Power Grain Shovels  
Wagon and Truck Dumps  
Corn Shellers  
Scales  
Sprocket Wheels

Chain Belt  
Rope Sheaves  
Transmission Rope  
Friction Clutches  
Lifting Jacks  
Brooms  
Car Liners  
Coal Handling Supplies



## HOWELL ROLLER FEED MILLS

Our prices are right. Our careful, reliable service assures you satisfaction. Write for our big 1920 Catalog and manufacturer's discount sheet.

**R.R. HOWELL & CO.**  
MINNEAPOLIS MINN.

## THE DIXIE MILLER

ATLANTA, GA.

A Monthly Journal  
Devoted to Milling,  
Flour, Grain

Established 1893  
Subscription Price \$1.00 a Year

Sample copy furnished to interested  
parties upon request

## DOCKAGE TESTER

Adopted by  
U. S. GOVERNMENT

Present conditions demand accuracy  
in testing grain—your profits depend  
upon your tester. Don't take  
chances with experiments or  
guess.

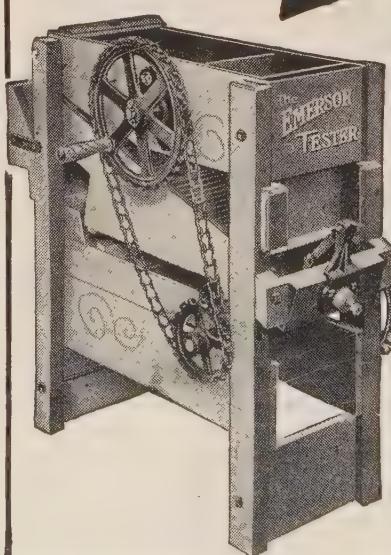
### THE EMERSON

is no experiment. It is  
and officials who must  
times and under all

Can Be  
Furnished  
with Motor drive  
**NEW**

### KICKER

used by all grain men  
have accuracy at all  
conditions.



### 10,000 KICKERS

are now in use—  
the Government  
uses over 100—  
Line, Independent  
and Farmers Ele-  
vators all over find  
the Emerson de-  
pendable and a  
sure enough ar-  
biter between seller  
and buyer on any  
dockage dispute.

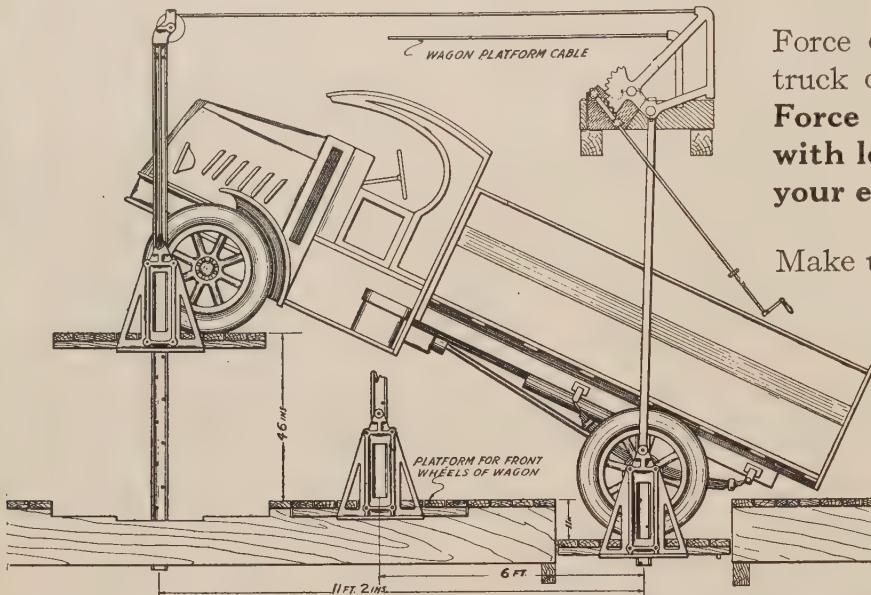
Write for pamphlet  
and particulars.

**Emerson Mfg. Co.**  
2819 Lyndale Ave. So.  
Minneapolis, Minn.  
Winnipeg, Can.

## The Greatest Power

Why is the world today utilizing every water-power available—Force of Gravity is the reason—

Force of Gravity produced by the great Niagara Falls amounts to one million horse power.



Force of Gravity will tilt your truck or wagon when loaded—  
Force of Gravity combined with leverage will also aright your empty truck.

Make use of gravitation. It is 80% quicker—most durable—dependable and EVERLASTING.

Send for prices and free illustrated circulars and investigate the **Nipp Gravity Truck and Wagon Dump.**

**Puritan Mfg. & Supply Co.**

Manufacturers

1014 North 17th Street

Omaha, Nebraska

IT KILLS  
THIS GRAIN  
THIEF QUICKLY!

How many dollars' worth of grain are rats stealing from you? Stop this loss right now. Just crumble up a

Rat  
Bis-Kit

For Mice, Too

Rat Bis-Kit kills rats easily, quickly, surely. The rats die outdoors. Each Bis-Kit contains a different bait. Ask for Rat Bis-Kit by name. It is already prepared. 25c and 35c at all drug and general stores. Also Rat Bis-Kit Paste, in tubes, 25c.

THE RAT BISCUIT CO.  
Dept. G  
Springfield, Ohio

If your dealer cannot supply you write us, enclosing money order or stamps



## WAGON LOADS RECEIVED

A book for the use of country grain buyers in keeping a record of grain received from farmers.

Its column headings are: Month, Day, Name, Kind, Gross and Tare, Net Pounds, Bushels, Pounds, Price, Dollars, Cents and Remarks.

The book is 9 1/2 x 12 inches, 160 pages, 20 lines to each page, giving room for recording 3,200 loads, printed on Linen Ledger Paper and is well bound in strong board covers with leather back and corners. Order Form 380.

Price \$2.75

**GRAIN DEALERS JOURNAL** 305 So. La Salle Street CHICAGO, ILL.

**CONE-SHAPE GRINDERS**

**It PAYS to GRIND ALL GRAINS**

Look to the Grinders. They do the work! Bowsher's Cone-Shape grinders are the correct principle in Feed Mill construction. They mean larger grinding surface close to center of shaft; thus more capacity, lighter draft, longer life.

"Desire to express my appreciation of the long-lasting, trouble-proof Bowsher H. P. Mill. A New ten years with less than One Dollar per year for repair." R. W. Watt, Jacobsburg, O.

10 sizes; 2 to 25 H. P. Write for free catalogue. G.  
N. P. BOWSHER CO., SOUTH BEND, IND.

## TYDEN CAR SEALS

Bearing shipper's name and consecutive numbers.

Prevent

## CLAIM LOSSES

10,000 SHIPPERS

Are now using them

Write for samples and prices.



## INTERNATIONAL SEAL & LOCK CO.

Chas. J. Webb, Vice-President  
617 Railway Exchange Bldg., CHICAGO, ILL.

- First in Enterprise!
- First in Advertising!
- First in Circulation!
- First in News!

The Grain Dealers Journal

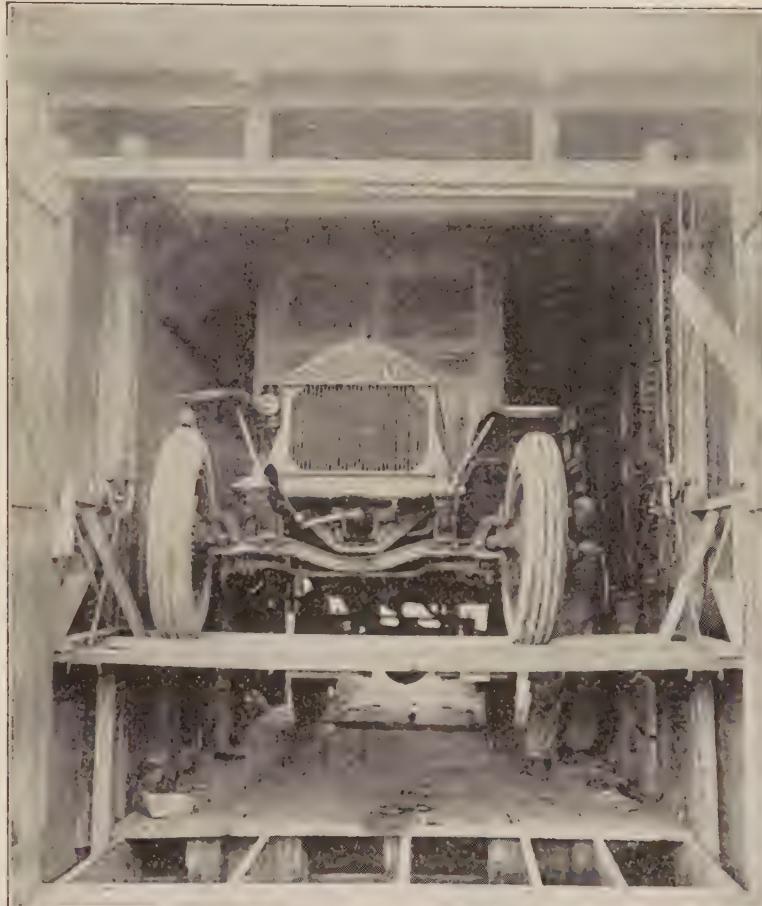
# THINK OF IT!!

## A First-Class Truck Dump for \$135.00

Can be installed in any elevator without disturbing any part of your elevator.

Can be used in connection with your wagon dump.

Can be installed by anyone in less than a day.



All shipped on 60 days trial from day of in-stallment.

Of all the many dumps we sold not one has been returned.

Literature, specifications and all details mailed upon application.

This illustration shows the dump in actual service raising a 3-ton Sandow truck

**York Foundry & Engine Works**  
York, Nebraska

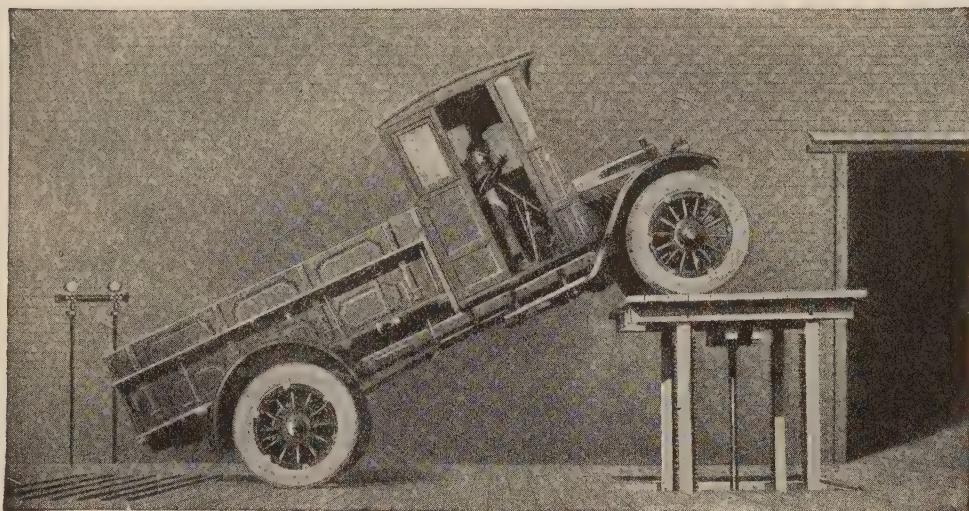
*Exclusive Manufacturers of*  
**THE POWER'S**  
Safety Controllable Truck Dump

---

WE ALSO MANUFACTURE EVERYTHING FOR YOUR ELEVATOR IN  
**Grain Handling Machinery**

## Decide to Buy

### A Trapp Combination Truck and Wagon Dump



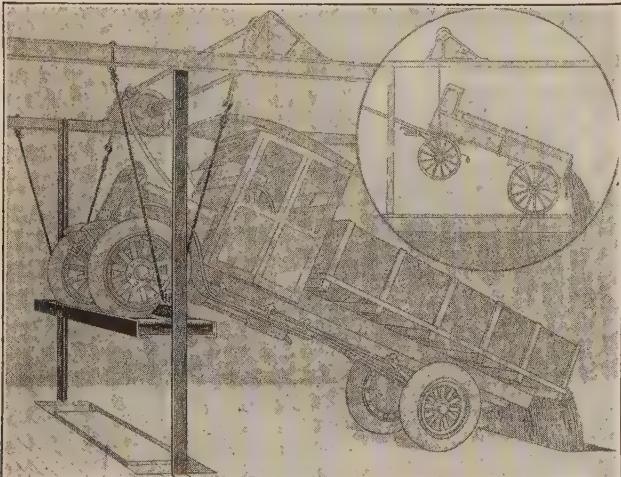
pect your TRAPP COMBINATION DUMP to work to perfection at all times. It will do the work with perfect safety, yet with speed. WRITE TODAY FOR COMPLETE INFORMATION and prices. Address—

**TRAPP-GOHR-DONOVAN CO.**

Mfrs. of *Trapp*  
*Dumping Systems* exclusively

1125-27-29 No. 22nd St.,

OMAHA, NEBRASKA



### STANDARD TRUCK DUMP

(PATENT APPLIED FOR)

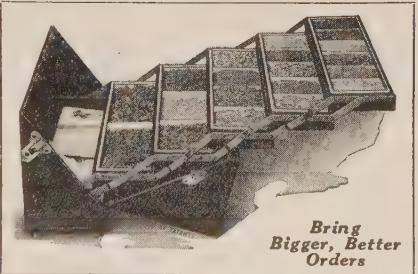
Is easily installed, fits into almost any driveway without any change, is especially adapted to driveways where pits are under the entire floor. Furnished complete or to operate with any overhead wagon dump that you may now be using. An excellent dumping system for both wagons and trucks. Write us for further particulars.

**PARENT & COMPANY**  
UNION CITY, INDIANA

### SAMPLE CASES—ALL KINDS KNICKERBOCKER MADE-RIGHT

for  
Flour  
Cereals  
Feeds  
Grains  
Seeds  
etc.

ASK  
for  
Catalog  
No. 46



Carry  
Samples  
Conveniently  
Compactly

Display  
Quickly  
Attractively

**KNICKERBOCKER CASE CO.**  
226-230 No. Clinton St. CHICAGO, ILL.

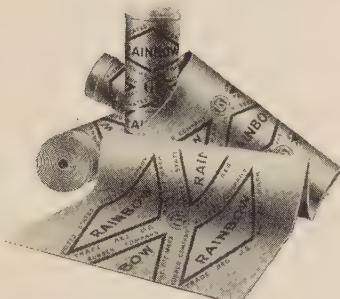
### SITUATION WANTED

As manager of country grain elevator by responsible man of experience.

See "Situations Wanted" columns of

**GRAIN DEALERS JOURNAL, CHICAGO**

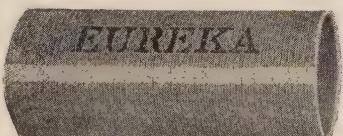
# Rubber Goods for Flour Mills



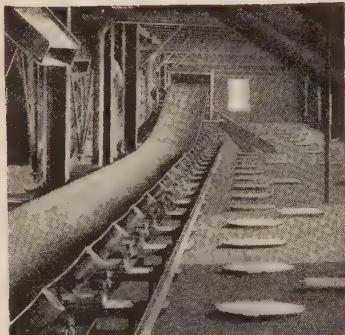
Rainbow Packing



Rainbow Steam Hose



Linen Fire Hose

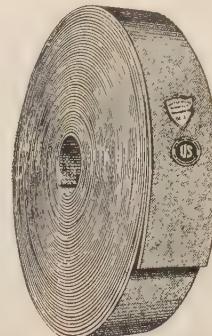


Grainster Belt

THE grain trade salesmen and the practical factory men of the United States Rubber Company are qualified through study and experience to recommend the right mechanical rubber goods for any condition existing in this industry.

They are ready to assist flour mill operators by advising as to the best application of mechanical rubber goods in order that the greatest possible service may be obtained for every dollar invested.

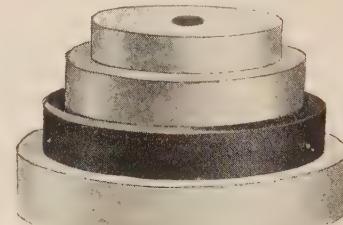
Take advantage of this Company's facilities and experience when in the market for mechanical rubber goods. Through our nearest Branch you can obtain the fullest co-operation of our organization.



Rainbow Belt



Perfected Water Hose



Pump Valves



U. S. Elevator Belt

## United States Rubber Company

*The World's Largest and Most Experienced  
Manufacturer of Mechanical Rubber Goods*

### BELTING

**Transmission** "Rainbow," "Pilot," "Shawmut," "Giant Stitched"  
**Conveyor** "United States," "Grainster"  
**Elevator** "Matchless," "Granite," "Grainster"  
**Tractor** "Sawyer Canvas," "Little Giant Canvas"  
**Agricultural** "Rainbow," "Bengal," "Grainster," "Sawyer Canvas"

### HOSE

**Air** "4810," "Dexter"  
**Steam** "Rainbow," "Giant," "Perfected"  
**Water** "Rainbow," "Mogul," "Perfected"  
**Suction** "Amazon," "Giant"  
**Garder** "Rainbow," "Mogul," "Lakeside"  
Also Hose for Acetylene, Oxygen, Acid, Air Drill, Auto Radiator, Car Heating, Air Brake, Gasoline Oil, Hydraulic, Chemical, Coke, Creamery, Discharge, Vacuum, Sand Blast, Spray, etc.

### PACKINGS

**Sheet** "Rainbow," "Vanda," "Paramo"  
**Rod** "Wizard," "Rainbesto," "Peerless," "Honest John," "No. 573" and hundreds of other styles in coils, rings, gaskets and diaphragms —  
**Usco Valves** —

THE RIGHT PACKING  
IN THE RIGHT PLACE

### MISCELLANEOUS

Mats, Matting and Flooring, Plumbers' Specialties, Rubber Covered Rolls, Friction Tape, Splicing Comp'd, Dredging Sleeves, Hard Rubber Goods, Printers' Blankets, Tubing, Soles, Heels, Jar Rubbers, Moulded Goods

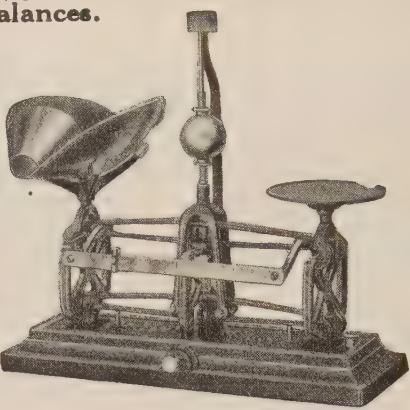


# GRAIN STANDARDS' ACT

U. S. Department of Agriculture equips its Grain Laboratories with Torsion Balances.



5055  
Style No. 5055 Corn  
Acidity Determination and Fine Weighings.



Style No. 4000 Used in Moisture Test.

We illustrate above in our Corn and Seed Testing Pamphlet. Copies free upon request.

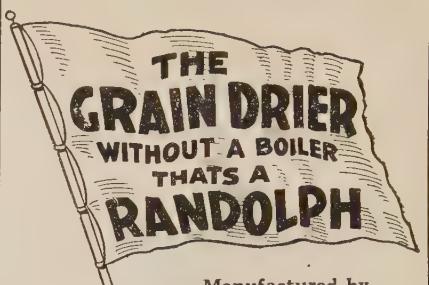
**WE SELL ANALYTICAL BALANCES**

## The Torsion Balance Co.

Pacific Coast Branch:  
49 California Street  
San Francisco, Cal.

Factory:  
Jersey City, N. J.

Office:  
92 Reade Street  
New York



Manufactured by  
O. W. RANDOLPH CO.  
TOLEDO, OHIO



## Judging by Service

If you judge by years of service then you will decide that

### DIXON'S Silica-Graphite Paint

is the paint you should buy. The lowest price per gallon is the highest per year. A quality paint like Dixon's that has been making long service records for over 50 years, and is made in First Quality only, means economical service at low cost. Write for booklet No. 15-B and convincing records.

Made in JERSEY CITY, N. J., by the  
**JOSEPH DIXON CRUCIBLE COMPANY**

ESTABLISHED 1827

## FLINT-BROWN-DUVEL MOISTURE-TESTERS

*Electric, Gas, or Alcohol Heated*  
**Eliminate Guess Work**

Equipped with certified thermometer, "Pyrex" glass or copper flasks and most accurately calibrated glassware. Over 100 Flint-Brown-Duvel Moisture Testers in use in the mills and elevators of the Russell-Miller Milling Co., also in use by government grain inspection departments. Get in line for handling the coming crop. Wheat Testing Sieves, Grain Triers, etc. Let us send you our Catalogue.

**DE ROO GRAIN LABORATORIES**  
FLINT, MICH.

## HALL SPECIAL

## ELEVATOR LEGS

with GUARANTEED CAPACITY which is double the amount usually realized. When building, specify a HALL SPECIAL. Send for our proposition.



If you will look at the expense account for the last 5 years of your distributing outfit including **all its paraphernalia**, you will instantly see that had you installed a

### Hall Signaling Non-Mixing Distributor

THEN, it would cost you nothing NOW. This result is often multiplied every few months, instead of years.

The Hall Distributor outlasts every other piece of grain machinery in your elevator. This item of **cost of the device itself**, is only one feature of the saving.

**Hall Distributor Company** 222 Railway Exchange Bldg. Omaha, Nebr.

**O**UR advertisers are helping us to improve Grain Trade conditions. SHOW YOUR APPRECIATION, Mention G. D. J.

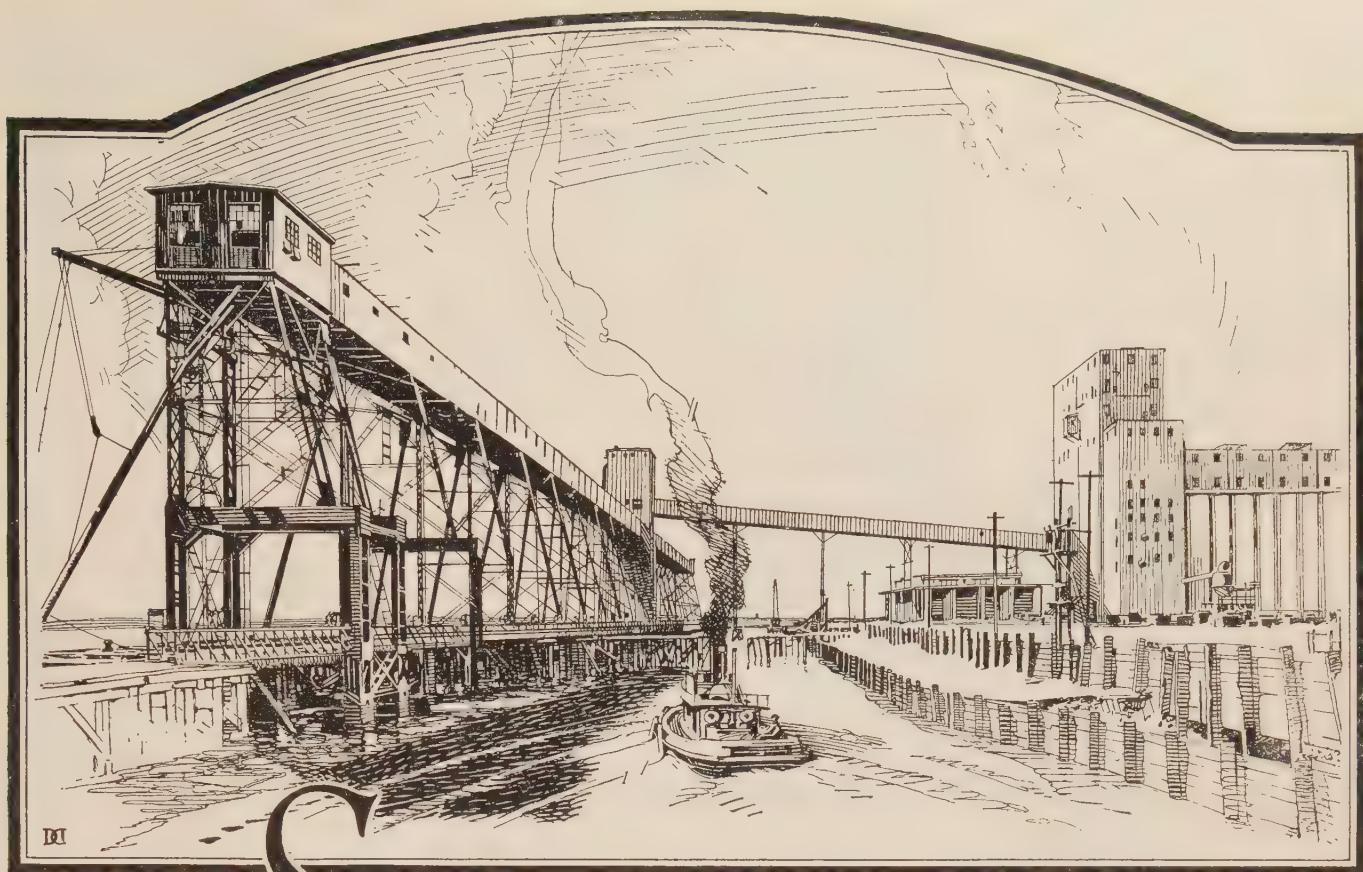
## SHIPPERS' CERTIFICATE of WEIGHT

Designed for the use of grain shippers who wish to make a written statement of the amount and grade of grain loaded into a car. Especially adapted for use in connection with claims for Loss of Weight in Transit.

Each ticket gives the following information: Kind of scale used; Station; Car Number and Initials; Shipper's Name; —lbs. equal to—bus. of No.—; Date scales were tested and by whom; car thoroughly examined and found to be in good condition and properly sealed when delivered to the ————— R. R. Co.; Seal Record, name and number, sides and ends; marked capacity of car; date; and name of the weigher. On the reverse side of both originals and duplicates is a form for recording the weight of each draught.

Printed and numbered in duplicate. Originals on Goldenrod Bond paper and duplicates on tough pink manila in two colors of ink. Well bound with heavy hinged pressboard covers so they will open flat, containing 50 originals, 50 duplicates and four sheets of carbon paper.

Order Form No. 89 SWC. Price \$1.00.  
**Grain Dealers Journal, Chicago, Ill.**



## S STRICTLY as Man to Man—

When you buy belts for handling grain, you want the longest possible service at the least cost—that's fundamental.

That is what you get in Goodrich Grain Belts because they're built for service. In one of the largest and newest railroad terminal elevators in the world there have just been placed in operation over eight miles of these belts—selected above all for just this reason.

Goodrich "Carigrain" and "Legrain" Belts are built to run for years without deterioration. No stretch to make take-ups necessary. No edges peeling—no "Bootlegging." And here's the reason: out of fifty years of manufacturing, we've got the secret of keeping the rubber friction live and elastic over a long period of years.

THE B. F. GOODRICH RUBBER COMPANY  
*Akron, Ohio*

# Goodrich

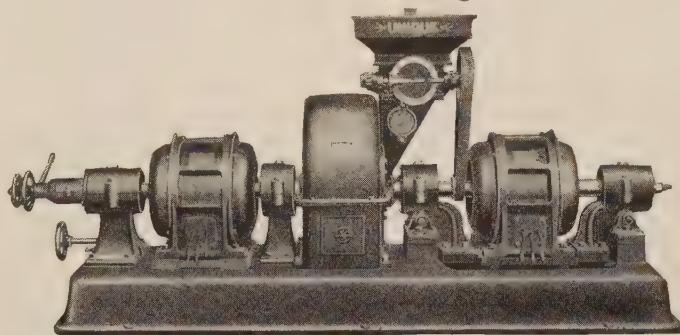
## "Carigrain" and "Legrain" Belts

# THE MILL YOU BUY

determines the kind of feed grinding you will do

One customer says: "We have installed 10 different feed grinders in our milling career and believe the Unique is the best we have found."

Another says: "We are using another make of mill that is 2 inches larger than the Unique we bought of you, but the Unique will grind almost twice as much as the larger one."



There are reasons why the UNIQUE is the Mill for YOU TO BUY. Find out why before placing your order. Write

**ROBINSON MFG. CO.**

P. O. Box 411

MUNCY, PA.

Chicago Office: 416 Western Union Bldg. Chicago  
456 L St. N. E. Minneapolis, Minn.  
1131 S. 2nd St. Louisville, Ky.

79 Milk St. .... Boston, Mass.  
3325 Archwood Ave. .... Cleveland, Ohio  
39 Cortland St. .... New York City

A cyclone in the true sense of the word has force of air without any back draft.

## The New "1905" Cyclone Dust Collector

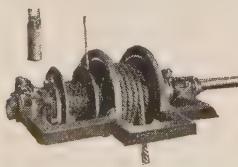
By improved construction, three-fourths of the back draft is eliminated and better work is done on less power. Send for prices and particulars.

*The Knickerbocker Co.  
Jackson, Mich.*

## CALDWELL MACHINERY FOR Elevators & Mills



H. W. CALDWELL & SON COMPANY have been manufacturing and furnishing ELEVATING, CONVEYING and POWER TRANSMITTING machinery for ELEVATORS and MILLS for a period of 45 years, and the benefit of our experience is shown in the class of material produced. You will make no mistake in buying CALDWELL equipment.



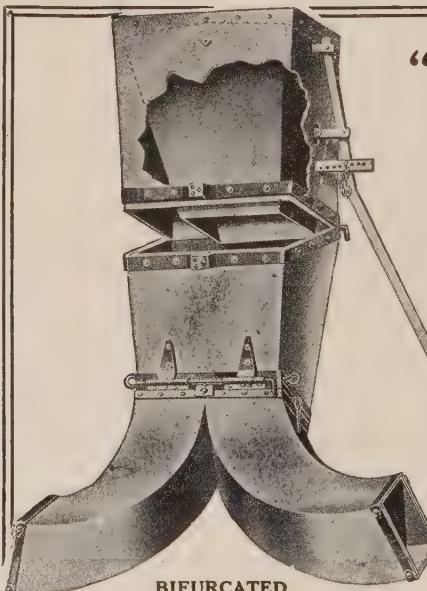
Have you a copy of our latest catalog No. 45?



**H. W. CALDWELL & SON CO.**

Chicago, Ill., 17th St. and Western Ave.

New York, 50 Church St. Dallas, Tex., 709 Main St.



## "Standard" Car-Loading Spouts

The spout illustrated is one of the best loading spouts on the market.

Where there is sufficient height to give velocity to the flow of grain, this spout will, when once set, load uniformly without change or attention of any kind.

Made to fit any size spout.

Write for prices for dependable, efficient and permanent steel or galvanized iron mill and elevator equipment. Get our quotations.

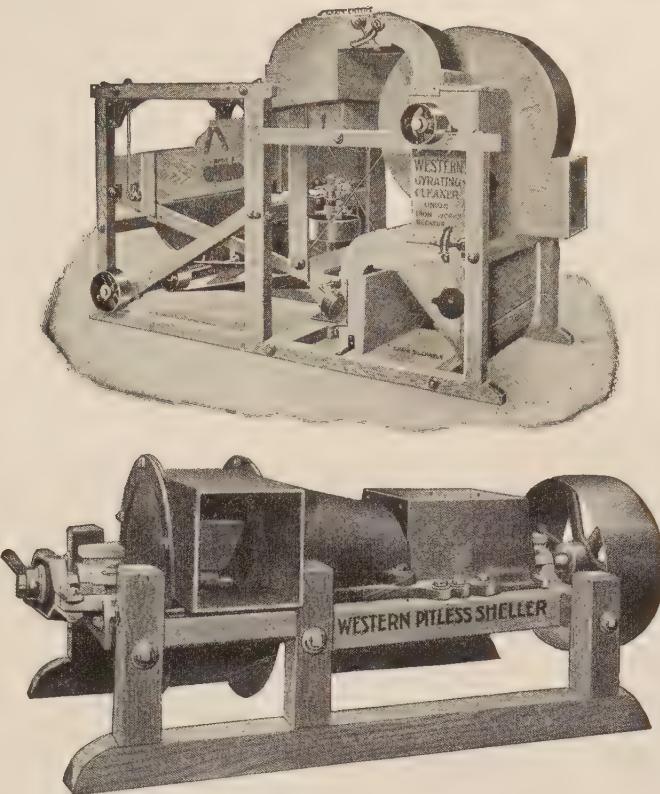
*Unexcelled Manufacturing Facilities*

**STANDARD STEEL WORKS**

Successors to The Ell-Kay Mfg. Co.

1726 Tracy

Kansas City, Mo.

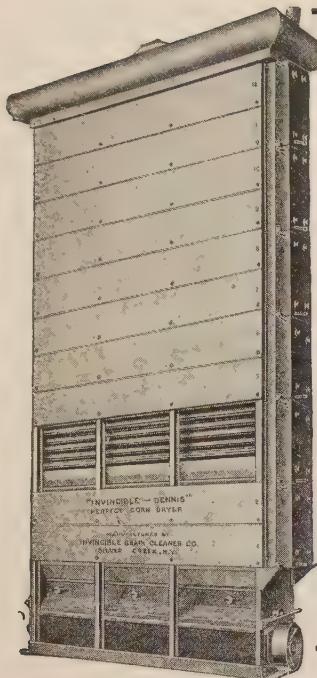


## ELEVATOR MACHINERY

The "Western Line" comprises everything needed to make an Elevator efficient and successful. We manufacture all necessary equipment, and anticipate fully the requirements of the trade. If your plant is fitted with "Western" machinery there is little fear of difficulty, but whenever things go wrong this is the house to supply you. We employ a large force of expert engineers and have spent a lifetime studying the needs of Elevator requirements. All our facilities are at your disposal.

Forty years of continuous service and satisfaction have given the "Western" line a reputation for reliability and performance that to us is as good as a copyright. Whenever equipment is wanted in a hurry we are at our best, and if you've the slightest idea of remodeling or repairing, get in touch with us at once. You should have our new catalog for quick references, and always think "Western" when in need of any elevator equipment.

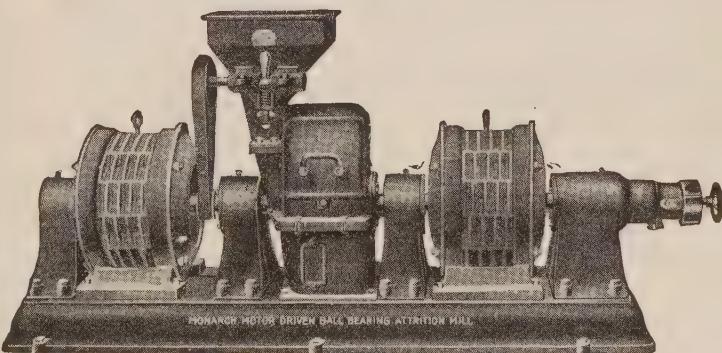
**UNION IRON WORKS, Decatur, Ill.**



## INVINCIBLE DENNIS GRAIN DRYER

No special building required.  
No extra insurance premium.  
Grain is not broken or discolored.  
First cost is less.  
Upkeep and operating expense less.

**INVINCIBLE GRAIN CLEANER COMPANY**  
Silver Creek, N. Y.



## There's Economy In Every Detail

Economy in feed grinding, as in any other business, means increased profit, and you are assured of the maximum amount of profit if you take advantage of the economical features of the

## MONARCH BALL BEARING ATTRITION MILL

SAVES TIME—Requires no trammimg.  
SAVES LABOR—No worn down bearings.  
SAVES LUBRICANT—Uses grease instead of oil.  
SAVES EXPENSE—Maintenance cost is small.

SAVES TROUBLE—Product always uniform.  
SAVES DELAY—Rapid grinding; large capacity.  
SAVES REPAIRS—Durably constructed.

## SPROUT, WALDRON & COMPANY

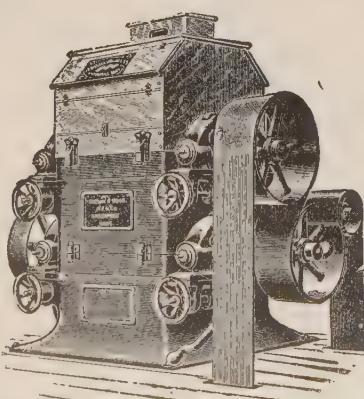
Mill Builders and Milling Engineers

P. O. Box No. 26  
Main Office and Works: MUNCY, PA.

KANSAS CITY, MO., 102 New England Bldg.

MINNEAPOLIS, MINN., 407 Fourth St., So.

CHICAGO, ILL. No. 9 So. Clinton St.



## More Profits

The elevator owner who installs a feed mill in his elevator puts himself in line for more profits. No other sideline is as profitable. Your farmer patrons must have feed for stock. Are you going to let them go to your competitor? Drop us a line asking for further particulars regarding a feed mill for your elevator.

**J. B. Ehrsam & Sons Mfg. Co.**  
Enterprise, Kansas

## Grain Shipping Ledger

**Form 24.** An indexed shipping ledger for keeping a perfect record of the shipments of 5,000 cars. Facing pages are given to each firm to whom you ship and name indexed. The pages are 10½x15½ inches, used double.

The book contains 100 double pages. The best linen ledger paper is used. The regular ledger index in front will accommodate all names necessary. The book is tight bound in heavy cloth covers with leather back and corners. Price, \$4.00.

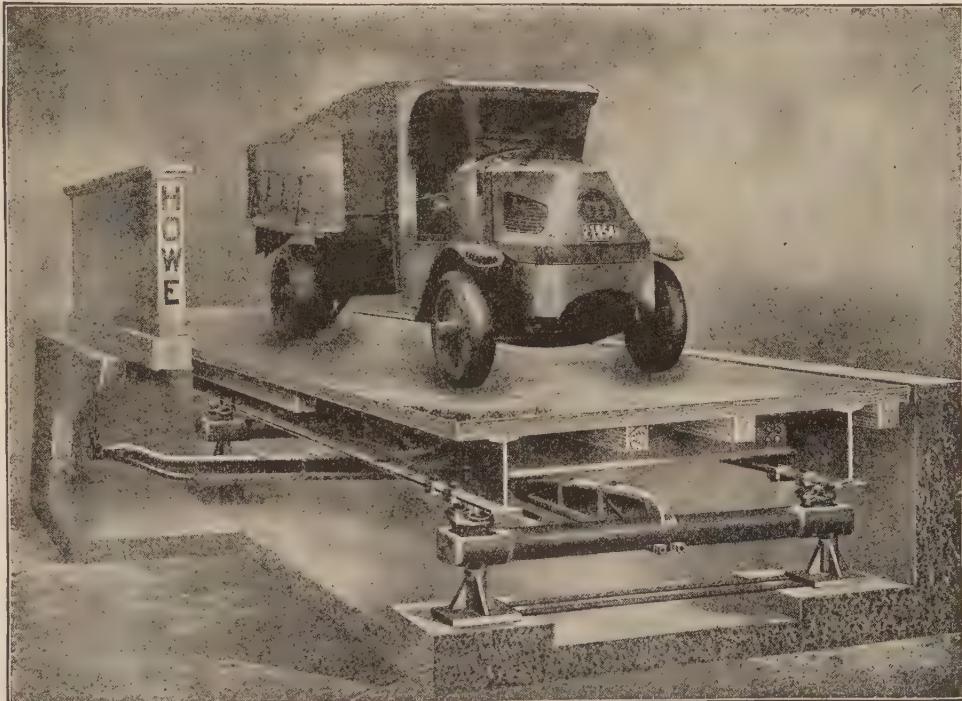
**GRAIN DEALERS JOURNAL**  
305 So. La Salle Street CHICAGO, ILL.

# Howe Auto Truck Scales with Ball Bearing Platform

The large increase in the use of Auto Trucks throughout the country has created an enormous demand for Auto truck scales.

If you *buy and sell by weight* you want the best weighing device made. The HOWE will answer this description. The 1920 demand will be greater than the supply. *Get your order in early.*

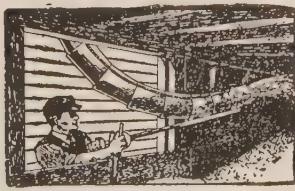
H  
O  
W  
E



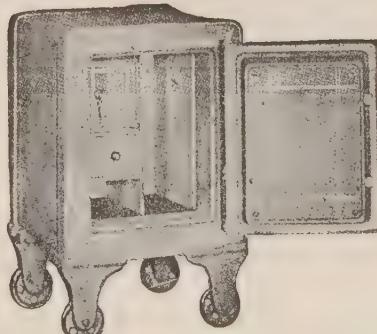
H  
O  
W  
E



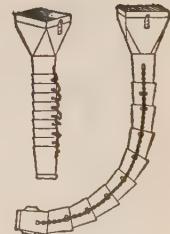
Spiral Conveyor



Flexible Spout Holder



Fire Proof Safes



Flexible  
Loading  
Spouts



All Styles Buckets

We carry large stocks of Pulleys, Belting, Sprockets, Transmission Rope, etc., for prompt shipment. When in need write us.

American Supply & Machinery Co., Omaha, Nebraska

A Hole--You Must Buy a New One Unless  
**IT'S A KEWANEE**  
 Renewable Bottom Loading Spout



You threw away your last loading spout and bought another because it had holes in it—holes on the bottom side where the grain strikes.

With a Kewanee Renewable Bottom Loading Spout you can replace the worn bottom plate for a few cents and the spout is as good as new. The Kewanee spout sections will out-wear a dozen new bottoms or a dozen new spouts of the ordinary kind, yet its cost is about the same.

Give us the size of your down-spout and the length of your loading spout and we will show you how to save. A rough sketch will help. It will cost you nothing. Send it in today.

You can see how much it will save

**Kewanee Implement Co.**

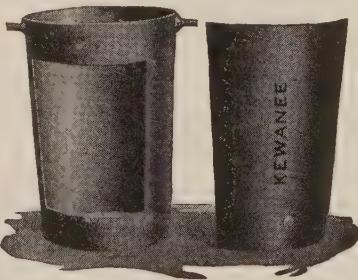
514 Commercial Street      Kewanee, Illinois

Distributors

Howe Scale Co. of Ills.  
KANSAS CITY, MO.  
General Service & Supply Co., Minneapolis, Minn.

Fairbanks Morse & Co.  
OMAHA, NEB.

Kewanee  
Spout Section  
with bottom  
plate removed



Pat. Pending



**BAD ORDER CARS** cause the loss of many hard earned dollars to shippers of grain and seed.

**MUCH OF THIS LOSS** can be saved by the use of Kennedy Car Liners. These car liners practically condition a bad order car and enable shippers to load cars that otherwise would be rejected.

**KENNEDY SYSTEM** of car liners prevent leakage in transit and we make Car Liners for all cases of bad order cars, consisting of full Standard Liners, End Liners and Door Liners.

**WILL YOU NOT** give us an opportunity to submit full details of our system and the low cost of same? We are confident this would demonstrate to you the efficiency and money saving merits of our proposition.

**The Kennedy Car Liner & Bag Co.**  
Shelbyville, Indiana

Canadian Factory at Woodstock,  
Ontario

**The Automatic Dump Controller**



There are dump controllers new,  
And dump controllers old,  
There are dump controllers on the market  
Which are never sold.  
But we are here to tell you,  
So listen! while we say  
"We're over thirty hundred  
strong  
And selling more today."

Now is the time for cleaning up and remodeling, so, boys, don't overlook your dump, the most important feature of your plant,—but try and improve it.

Get the best possible equipment.

It's a trade getter and plays for keeps.

**L. J. McMILLIN**

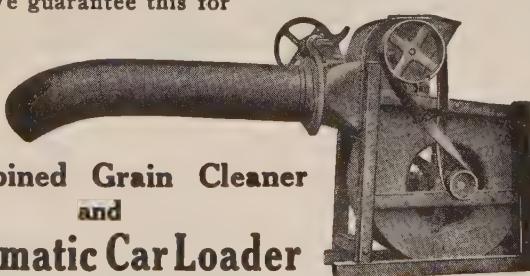
525 Board of Trade Building  
INDIANAPOLIS, IND.

**ACCOUNT BOOKS**

FOR SALE BY  
Grain Dealers Journal  
CHICAGO

**CLEAN AND LOAD IN ONE OPERATION**

Now that grain is commanding such a high price and there is and will be such a demand for it, it behooves you to load it properly, this means that you should use a Car Loader that cleans and loads at the same time. We guarantee this for



It does not mill or crack the grain; fills cars to full capacity; strong, durable, requires no attention after starting. Cools and dries the grain as it passes through the air.

The

Combined Grain Cleaner  
and  
Pneumatic Car Loader

Used by hundreds of elevator owners. List of users will be sent you on request.

Write for list and circulars

**MATTOON GRAIN CONVEYOR CO., Mattoon, Ill.**

**R I D  
O F  
R A T S**

Patented, is Non-Poisonous, and can be used anywhere without risk of killing house pets or injuring human beings. Eight years on the market. If your dealer don't carry it, send direct to the manufacturers.

Price \$1.80 per doz. boxes; \$1.00 per lb. (Discount quoted upon request.)

THE BERG & BEARD MFG. CO., Inc., 100 Emerson Place, Brooklyn, N. Y.



We also manufacture a very effective Gopher Exterminator.

**DO IT NOW**

Place your name and business before the progressive grain elevator men of the entire country by advertising in the Grain Dealers Journal. It reaches them twice each month.

## THE RISING COST OF A LETTER

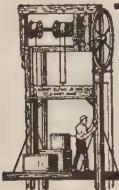
It is now costing you something like 15 cents for each business letter as per list below. The remedy is not to use fewer letters but to produce better letters and part of a better letter is its appearance. Give your effort the good impression that follows good stationery. Steel Die Embossed Stationery is to the letter what good clothes are to the salesman, and the extra cost over the ordinary kind where you send out 25 letters per day does not exceed 10 cents.

Here is a conservative list of letter cost per hundred. (This schedule omits cost of dictator's time, the largest item of all.)

	Type Steel Die Printed	Embossed
Stenographic Wages, assuming 50 letters per day, \$15 per week....	\$5.40	\$5.40
Office overhead .....	5.40	5.40
Postage .....	3.00	3.00
Envelope making .....	.08	.08
Paper, high grade, 20 lb. Type Printing Letter Head and Envelope .....	1.00	1.00
Steel Die Embossing Letter Head and Envelope .....	.40	...
	<b>\$15.28</b>	<b>\$15.68</b>

We make anything that is engraved on paper. Business and personal Xmas greeting cards. Samples willingly furnished.

THE AMERICAN EMBOSING CO.  
192-96 Seneca Street Buffalo, N. Y.



**SIDNEY ELEVATORS AND MAN LIFTS**  
are Money Makers  
They will reduce your handling expense and speed up your work. Easily installed. For quotations give your requirements.  
SIDNEY ELEVATOR MFG. CO.  
Sidney, Ohio

When You Think of Electrical Construction or Repairing—THINK OF  
**Pierson-Wilcox Elect. Co.**  
MINNEAPOLIS, MINN.  
ESTABLISHED 1888

**Cover's Dust Protector**  
Rubber Protector, \$2.00  
Sent postpaid on receipt price; or on trial to responsible parties. Has automatic valve and fine sponge.  
**H. S. COVER**  
Box 404 South Bend, Ind.

## Grain Receiving LEDGER

A book designed for use by Grain Buyers who keep individual accounts with farmer patrons. Is ruled for facts regarding wagon loads received. Its column headings being: Date, Article, Gross, Tare, Net, Bushels and Pounds, Price, Debit, Credit and Remarks.

Each of its pages of linen ledger paper, size,  $8\frac{1}{4} \times 13\frac{3}{4}$  inches, is ruled for 42 wagon loads and numbered. Each page may be used for one or more accounts as desired. A marginal index is bound in front. Bound in cloth with leather back and corners.

Form 43—200 Pages, \$3.75  
Form 43XX—400 Pages, \$5.50

Grain Dealers Journal  
305 So. La Salle St., CHICAGO, ILL.

## Bernert Grain Blower and Conditioner

Sectional view elevator installation of the Bernert Grain Blower and Conditioner fitted with Combined Elevator and Loader attachment. Note how simple the equipment. Only one machine with

one pipe leading up into the Cleaner and another leading to the car. By simply pulling the chain leading from the valve lever, connections can be switched in an instant from either elevating to loading, or loading to elevating. No nuts or bolts to be loosened; no stops necessary.

The Bernert Grain Blower and Conditioner is the most simple and most adaptable machine for elevating grain and similar material whether stationed inside or outside of building.

A lower or entirely done away with basement, no overhead transmissions, faster and less expensive installation, all operating machinery on the ground floor, less fire hazard, etc., are all points in favor of this system.

Grain is being received the same as with the bucket system, spouted or dumped direct into the hopper of the machine.

For further information, write for catalog to the

**Bernert Mfg. Co.**

491 12th Street

MILWAUKEE, WIS.

## LOAD CARS WITH EAR CORN WITHOUT SCOOPING



The Boss Air Blast Portable Car Loader and Crib Filler will load cars or fill cribs with EAR corn or loose grain without any scooping. Capacity 1000 Bu. an hour. Compact, portable and easily moved about.

The cut shows a car being loaded with EAR corn without scooping and without damaging the corn. Same outfit will handle loose grain also. Easily operated with tractor. Farmers buying them to fill cribs on the farm because they are REALLY PORTABLE.

We also make Stationary outfits for country elevators. 30 DAYS' TRIAL. We will ship any machine we manufacture on trial. Write today for complete information. It will pay you.

**MAROA MANUFACTURING CO., Dept. G, MAROA, ILL.**

Figure the amount of advertising carried—Can you doubt our ability to **Produce Results**

## GRAIN ELEVATOR BUILDERS

BUILT BY

**YOUNGLOVE**

Construction Co.

SIOUX CITY, IOWA

WOOD or CONCRETE—COAL and GRAIN  
ELEVATORS

Any style to fit the needs and investment

Licensed Engineers

**FEDERAL ENGINEERING CO.**Designers and Builders—Grain Elevators, Mills and Warehouses  
TOPEKA, KANSAS

Your Individual Needs  
are respected when your elevator  
is designed and built by  
**W.H. CRAMER CONSTRUCTION CO.**  
NORTH PLATTE, NEB.  
Write for Details of Our System



Reinforced Concrete

Grain Elevators

Mill Buildings  
WarehousesEconomical to Build  
FIREPROOFYearly Upkeep for Building Repairs  
EliminatedWrite us for plans and estimates  
on building costsThe Spencer Construction Co.  
514 Garrett Bldg. Baltimore Md.

WHEN YOU BUY—BUY RIGHT.

OUR ADVERTISERS OFFER THE BEST.

CHECK  
your  
reduc-  
tions  
of  
pounds  
to  
bushels  
by  
usingClark's  
Carload  
Grain  
TablesNew edition  
revised and  
enlarged.GRAIN DEALERS  
JOURNAL  
Chicago, Illinois**L. A. STINSON**

CONSULTING ENGINEER

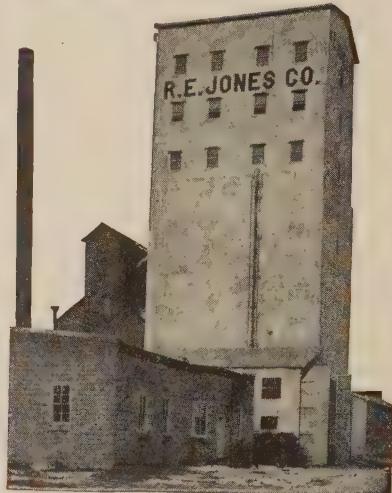
H. E. GODFREY, Civil Engineer

Elevators

Mills and Warehouses  
Complete

National Life Bldg., CHICAGO, ILL.

R.E.JONES CO.



R. E. Jones Co., Wabasha, Minn.

We have the most complete  
organization in the Northwest  
for the construction of**GRAIN and COAL  
ELEVATORS****T. E. Ibberson Company**  
MINNEAPOLIS, MINN.**EFFICIENT ERCTING CO.**We make plans and build up-to-date  
GRAIN ELEVATORS AND MILLS  
GEO. H. CRAIG  
6803 Parnell Ave., Englewood, Chicago, Ill.

**Decatur Construction Co.**  
ENGINEERS AND BUILDERS  
OF GRAIN ELEVATORS  
760-762 Gushard Building  
**DECATUR** ILLINOIS

IF you wish to build your elevator  
right, my eighteen years experi-  
ence is at your command.**C. E. BIRD & CO.**  
MINNEAPOLIS MINNESOTA

BUYERS AND SELLERS

of Grain Elevators. You can make your wants  
known quickly by advertising in the "Elevators  
for Sale and Wanted" columns.

# GRAIN ELEVATOR BUILDERS

Estimates of Value of Grain  
Elevator Plants Promptly  
Made by

**E. D. Mayo, M.E.**  
**VALUATION ENGINEER**

700 Flour Exchange Bldg.  
MINNEAPOLIS - MINN.

31 years with the Barnett & Record Co.

**White Star Co.**  
WICHITA, KAN.

**BUILDERS of**  
**Good Elevators**

WRITE US ABOUT THE  
PLANT YOU HAVE IN MIND

**MILLER, HOLBROOK, WARREN & CO.**  
DESIGNING ENGINEERS

Reinforced Concrete Elevators  
Large or Small

Millikin Building DECATUR, ILL.

**THE STEARNS-ROGER MFG. CO.**  
ENGINEERS MANUFACTURERS CONTRACTORS

DENVER, COLO.

MINING AND  
MILLING MACHINERY  
AND PLANTS

Design--Construction--Equipment of  
GRAIN HANDLING PLANTS

**HICKOK** Construction Co.  
MINNEAPOLIS & SPOKANE  
**ELEVATORS**

**A. F. ROBERTS**  
ERECTS ELEVATORS  
CORN MILLS  
WAREHOUSES  
FURNISHES PLANS  
ESTIMATES  
MACHINERY  
SABETHA, KANSAS

**W. C. BAILEY**  
Contracts and Builds  
Modern Grain Elevators  
We can furnish and install equipment in old or new  
elevators, guaranteeing greater capacity with less  
power, and positive Non-Chokable working leg  
Let us show you  
433 Railway Exchange Bldg., OMAHA, NEB.

**L. J. McMILLIN**  
ENGINEER and CONTRACTOR of  
**GRAIN ELEVATORS**  
Any Size or Capacity  
523 Board of Trade Bldg., Indianapolis, Ind.



Another Reliance Success

Elevators of our design and construction  
are the best endorsement of our work. We  
study your particular problems and build  
the elevator best adapted to your needs.  
Write us for further particulars.

**Reliance Construction Co.**

Board of Trade Indianapolis, Ind.

If you have  
a good thing

Tell the Grain Dealers—  
They'll do the rest—

Advertising is the quickest  
and best way—but it must be  
the right kind of advertising.

If you have spent your good  
money without satisfactory re-  
sults, it's a case of wrong arti-  
cle or wrong advertising.

The easiest, most direct,  
most popular and most effective  
way to the grain dealer is The  
Grain Dealers Journal route.

Try it.

**A PARTNER**

HELP or a POSITION.

can be obtained quickly by plac-  
ing an ad. in the "Wanted" col-  
umns of the Grain Dealers Jour-  
nal of Chicago. It is the grain  
trade's accepted medium for  
"wanted" and "for sale" ads.

**Brandon Construction Co.**

The Southeast's  
Foremost Elevator  
BUILDERS

Marianna Florida

GRAIN ELEVATORS  
MILL BUILDINGS  
FEED MILLS  
INDUSTRIAL PLANTS

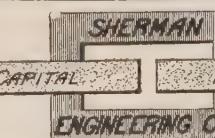


Registered Structural  
Engineers

More than 20 years experience  
30 N. La Salle Street  
Chicago, Ill.

Protect Your Interests

Plans  
Specifications  
Estimates  
Appraisals  
Consultation  
1019-20 New York Life Bldg.



Consult Us First

Grain Elevators  
Oat Meal Mills  
Flour Mills  
Warehouses  
Industrial Bldgs.  
Kansas City, Missouri

**D. F. HOAG & CO.**  
Designers and Constructors of  
**GRAIN ELEVATORS**  
Corn Exchange, Minneapolis

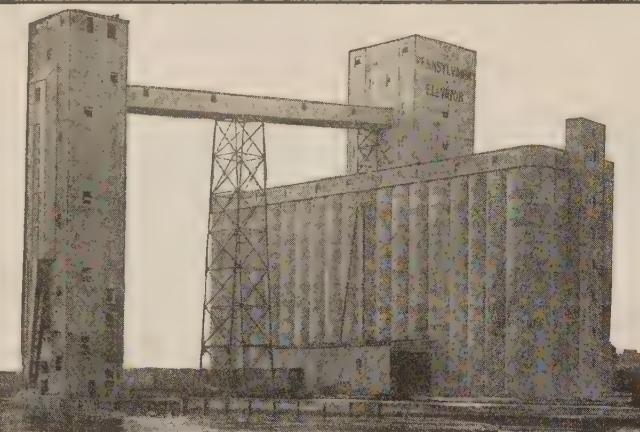
**R. C. STONE ENGINEERING CO.**  
320 MERCHANTS EXCHANGE  
ST. LOUIS, MO.  
DESIGNERS AND BUILDERS OF  
**CONCRETE AND WOOD ELEVATORS**  
CORRESPONDENCE SOLICITED

## THE 6-COLUMN ENTRY BOOK

is designed for original entry work, but it is adaptable to many different uses. It has one wide column and 6 narrow columns on each of its 150, 9 1/2x12 inch pages. The column headings are blank and can be filled in by user to suit his requirements. The book is made from canary colored writing paper, clearly ruled in three colors, and strongly bound in cloth covers with keratol back and corners. Order Form No. 1602. Price \$2.25.

GRAIN DEALERS JOURNAL

305 So. La Salle Street, Chicago, Ill.



Pennsylvania Railroad Co.'s Terminal Elevator at Erie, Pa. 1,250,000 storage capacity, with marine leg, 25,000 bu. receiving capacity. All concrete, modern construction, with latest improvements.

Designed and built under the direction of

**Folwell-Ahlskog Co.**

McCormick Bldg. - Chicago, Ill.

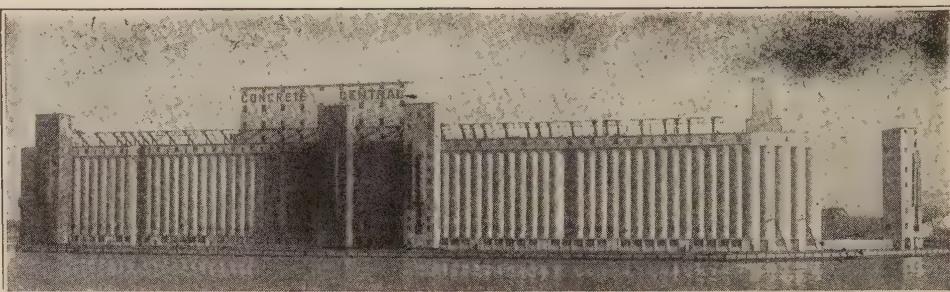
*Write us for Estimates and Proposals*

## Monarch Built Elevators

assure you economical design, first class work, efficient operation.

### SATISFACTION

*Let us Submit Designs  
and Prices*



Concrete Centra Buffalo, 4,500,000 Bu.

One of the modern houses which has made a record for rapid and economical handling

**MONARCH ENGINEERING CO.,**

**BUFFALO, N. Y.**

## THE MOST MODERN ELEVATOR IN THE WORLD

The view below is the Pennsylvania Railroad Company's new Northern Central Elevator No. 3, located at Canton, Baltimore Maryland. This elevator is equipped with four Stewart Link-Belt Grain Car Unloaders. See them in operation and be convinced of their great saving in labor cost.

**JAMES STEWART & CO., Inc.**

Capacity  
5,000,000 Bushels

Designers and Builders  
GRAIN ELEVATORS  
IN ALL PARTS OF THE WORLD

GRAIN ELEVATOR DEPT.  
15th Floor, Westminster Bldg.  
CHICAGO  
W. R. SINKS, Manager



"We have built for many of your friends. Eventually we will build for you. Why not now?"

## GROUP OF TERMINAL ELEVATORS BUILT RECENTLY BY US AT

### Port Arthur, Ontario

FOR

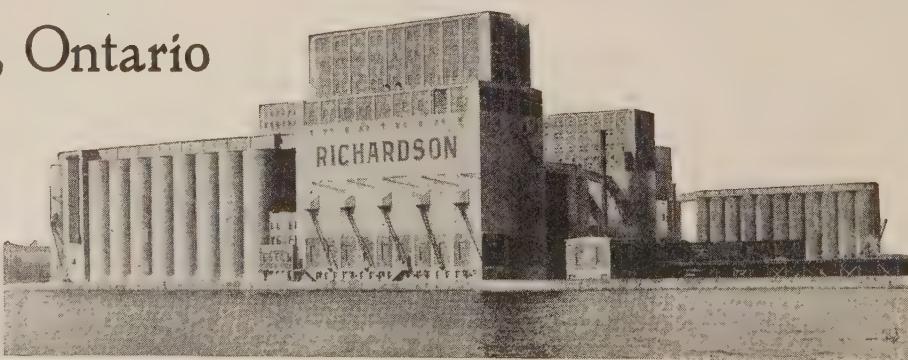
The Grain Growers' Grain Company.  
Limited.

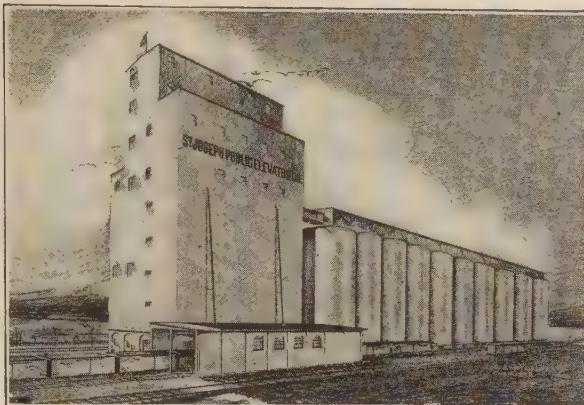
The Saskatchewan Co-operative Elevator  
Co., Limited.

The James Richardson & Sons, Limited.

**THE BARNETT - McQUEEN  
COMPANY, LIMITED**

*Designers and Builders of GRAIN ELEVATORS*  
Offices: Fort William, Ont., Duluth, Minn.  
Minneapolis, Minn.





## St. Joseph Public Elevator

St. Joseph, Mo.

## John S. Metcalf Co.

*Grain Elevator Engineers*

108 South La Salle St.  
CHICAGO, ILL., U. S. A.

54 St. Francois Xavier Street  
MONTREAL, CANADA

395 Collins Street  
MELBOURNE, AUSTRALIA

314 Reconquista  
BUENOS AIRES

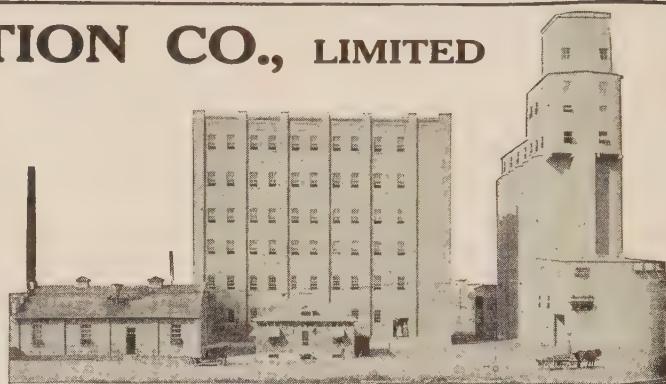
## FEGLES CONSTRUCTION CO., LIMITED

ENGINEERS — CONTRACTORS

MINNEAPOLIS, MINNESOTA, 706 First Ave. North  
GRAIN EXCHANGE, FORT WILLIAM, ONT.

WE ARE PREPARED TO TAKE  
AND EXECUTE CONTRACTS ANY-  
WHERE. GRAIN ELEVATORS, MILLS  
HEAVY ENGINEERING STRUCTURES

WE HAVE AN ENVIALE RECORD FOR SERVICE



Elevator and Mill Designed and Built for Lake of the Woods  
Milling Co., Ltd., Medicine Hat, Alberta.



## Concrete Grain Elevators Built With Steel Forms

*"If you are going to invest money in the construction of a grain elevator, then build the BEST elevator the money can buy!"*

Ben Franklin may have said it. It's GREAT advice, especially when the better elevators cost no more and oftentimes less than inferior buildings. Build fireproof, efficient, permanent elevators.

THE MONOLITH BUILDERS, INC.  
CONTRACTORS ENGINEERS  
INDEPENDENCE, MISSOURI

FOREMOST ELEVATOR BUILDERS OF THE MIDDLE WEST

## BURRELL ENGINEERING AND CONSTRUCTION CO.

Established 1897 — CHICAGO — Incorporated 1902

Continuously under the management of  
GEORGE T. BURRELL, President

DESIGNERS AND BUILDERS

## Grain Elevators, Flour Mills and Related Buildings

In doing our best, completely and satisfactorily to handle work in  
this field of construction we have sought to establish the fact that

*No job is too small to merit our careful attention and none so large  
as to tax our capabilities.*

1102-10 Webster Building, Chicago, Illinois

404 Scarritt Arcade, Kansas City, Missouri

# Wanted and For Sale

The rate for advertisements in this department is 25 cents per type line each insertion

## ELEVATORS FOR SALE.

IOWA ELEVATOR and Coal Business For Sale. Address X, Box 8, Grain Dealers Journal, Chicago, Ill.

**THE WAY** inquiries are coming in from my ad may make it necessary to insert another in the Journal stating that the elevator has been sold.—F. C. H.

**THE SMALL EXPENSE** incurred through the placing of an advertisement in the Grain Dealers Journal is more than compensated for by the results obtained.

**MACON COUNTY, ILLINOIS:** Elevator of 25,000 bushels capacity for sale. On L. C. R. R. Good location and excellent territory. One good competitor. Good side line of Feed and Coal. Will sell all or half interest. Address Volume, Box 11, Grain Dealers Journal, Chicago, Illinois.

**TWO SOUTHWESTERN IOWA** elevators for sale. On main line and at adjoining stations. One in a county seat town with no competition. Good feed, hay and coal business in connection. Big crops. Good reasons for selling. Address Competition, Box 10, Grain Dealers Journal, Chicago, Illinois.

The best way to dispose of anything is by advertising. You may have something to sell or trade which would be of advantage to many who are unaware of the opportunity offered because you are not letting it be known to our subscribers through the columns of the Grain Dealers Journal.

**ELEVATOR** about 100 miles west of Chicago for sale. Station handles 1,600,000 bushels annually. Three elevators in town—one a farmers company. Splendid proposition. Must be sold on account of owner's death. Reasonable price and terms.

James M. Maguire,  
432 Postal Bldg. Chicago, Ill.

**SOUTHERN KANSAS ELEVATORS** and Good Grain, Coal, Feed and Implement business for sale, located in the best wheat belt of Southern Kansas. Fine schools and churches. Prosperous, high class farming community. A great opportunity for a hustler. Good crop of wheat now harvested. Write quick. Address Harvested, Box 12, Grain Dealers Journal, Chicago.

**SOUTHWESTERN MINNESOTA** Elevators on Omaha Road for sale. Two Twenty-five Thousand Bushel Grain Elevators in good town in Southwestern Minnesota. Fully equipped with new cleaners, electric motors, scales, offices, coal sheds, feed houses and corn cribs. Elevators newly re-sided and painted and in good condition. Apply J. L. Sammons, Trustee in Bankruptcy, Westbrook, Minnesota.

**SOUTHWESTERN OHIO** Warehouse and Elevator for sale. In good grain country. Village station with church and school on a division of the P. C. & St. L. R. R. Handling grain, field seeds, wool and coal. Between 5 and 6 acres of land with stables, shelter sheds, coal bins, engine room with engine, office, corn dumps, Marseilles New Process corn sheller and cleaner. Is a money maker. Reason for selling—have made enough to retire. Price \$10,000.00. Address Owner, Box 10, Grain Dealers Journal, Chicago, Ill.

## ELEVATORS FOR SALE.

EVERY ADVERTISER who has once used our columns invariably finds our pages then and at a later date of service.

**CONCRETE KANSAS** Elevator for sale. Built in 1916. 20,000 bushels capacity, electric power. In Ford Co., good wheat territory on R. I. Ry. Box 45, Wilroads, Kansas.

"Our ad in your paper brought us numerous inquiries, showing that you are reaching the HEART of the TRADE."

**IOWA ELEVATORS**—Seven Iowa Elevators for sale. Will handle 1,200,000 bushels this year. No crop failures. Price \$75,000.00. Address Seven, Box 10, Grain Dealers Journal, Chicago, Illinois.

**THE VERY ISSUE** from which your advertisement is omitted may be the one to be searched by the prospective purchaser for what you have to offer, but whom you are keeping unaware of the advantages of dealing with you.

**KANSAS CITY:** Elevator 100 miles south of Kansas City for sale. 15,000 bushels capacity; fully equipped with modern machinery; also large warehouse. Everything in good repair. Best farming section in Missouri—big corn crop ready to move. Box 157, Clinton, Mo.

**OKLAHOMA ELEVATOR** on Frisco Railroad for sale. Located at Carlton, Oklahoma. Capacity, 7,000 bushels. In good shape. \$3,500.00 if taken at once. On deeded land. Doing good business.

J. T. GIBBONS GRAIN CO.,  
Altus, Oklahoma.

**TWO TWENTY** thousand bushel capacity elevators, located in North Central Oklahoma. On A. T. & S. F. R. R., at adjoining stations; can be operated from one station. Best crop in years; also handle Coal, Flour, Feed, Seeds and Salt. Wonderful opportunity for right parties. Address Norcenok, Box 9, Grain Dealers Journal, Chicago, Illinois.

## WANT ADS WORK WONDERS.

They sell elevators, find help and partners, secure machines and engines which you want, and sell those for which you have no further use, and perform a myriad of kindred service, for shrewd people who use them regularly READ and USE THEM.

**NORTH WESTERN OHIO** Steel Covered Elevator of 16,000 bushels capacity with Flour, Feed, and Coal business in connection, for sale. Located in a good town of eight hundred population and in the best grain section of this State. Electric power installed and building and machinery in excellent condition. Good reasons for selling. Address Power, Box 11, Grain Dealers Journal, Chicago, Ill.

**FOR SALE**—25,000 bu. cribbed elevator, iron clad; located at Meeks Station, Ill., on C. I. & S. Ry., near Danville. Engine room is of brick construction, frame cob house, 10,000 bu. capacity cribs, private track to elevator and dust house. Equipment includes one sheller, one cleaner, 2 elevator legs, 2 dumps and steam engine. Property covers 1½ acres of land and is in good grain section of Illinois. For full particulars address Mrs. A. R. Sawers, 419 W. 62nd St., Chicago, Illinois.

## ELEVATORS WANTED.

WHEN the first ring of the door bell is not answered, don't conclude that the folks are not at home. This applies to Journal "Wanted—

**STOP!** If our ad runs any longer we will have to refuse to let the mailman in. As it is we have had to put on two extra stenographers just to answer queries.—W. K.

**GOOD HOUSE** wanted at live point West of Hutchinson, Kan., or position buying grain for reliable firm. Two years' experience. Address M. A. Richardson, Pretty Prairie, Kan.

**WANTED TO BUY:**—A line of six to ten Grain Elevators in North Iowa, west of Mason City. Would consider private Elevators. Address W. H. H., Box 11, Grain Dealers Journal, Chicago, Illinois.

**IF THE ELEVATOR** you want to buy is not advertised in the "Elevators For Sale" columns make your wants known under the "Elevators Wanted" columns and you will quickly get full information on many desirable properties not yet advertised.

**WISH TO EXCHANGE** for 320 acres improved grain and stock farm in Adams County, North Dakota. Want elevator with side lines in Central Illinois or Iowa. Write full particulars. Address Exchange, Box 9, Grain Dealers Journal, Chicago, Illinois.

**WANTED**—To buy an elevator in the wheat belt of Western Kansas or Western Oklahoma. Must be in good condition and well located. Give complete description of elevator and lowest cash price in first letter. Address Western, Box 9, Grain Dealers Journal, Chicago, Illinois.

**WILL TRADE**—For an Elevator in good corn section of Ohio or Indiana—my Farm of 600 acres in Excellent Corn and Cotton section on Drainage Canal. Two-thirds under Cultivation. The balance in timber. Will deal with principles only. Address 320 East Main St., Starkville, Miss.

## ELEVATOR BROKERS.

**IF YOU WANT** to sell or exchange your property, write to me. John J. Black, 57th Street Chippewa Falls, Wis.

CLAYBAUGH-McCOMAS  
Offices

Frankfort, Ind. Indianapolis, Ind.  
223 B. of T. Bldg. 601 Board of Trade.  
If you want to buy, sell or trade an elevator write us at either address.

**ALWAYS HAVE ELEVATORS** For Sale in the Grain Belt of Illinois and Eastern Indiana. If you are in the market write me fully and I will try and satisfy you.

JAMES MAGUIRE,  
432 Postal Tel. Bldg., Chicago, Ill.

## FEED MILL FOR SALE.

**INDIANA FEED MILL FOR SALE**.—Ill health has forced me to put my up-to-date and well located Feed Mill on the Market at a Big Sacrifice. The Mill is doing a splendid business. All books open for inspection. Building and Machinery in good condition. Price for immediate sale is far below present replacement value. Grounds included.

BUZAN & HASTINGS,  
Temple Court, Washington, Ind.

## BUSINESS OPPORTUNITIES.

YOU CAN SECURE a partner if you make your wants known to the grain trade thru the Partners Wanted column of the Grain Dealers Journal.

**AN OPPORTUNITY** worth considering. An old established grain commission firm in terminal market desires to increase its capital. Want a grain man that can invest and take an active part in the management. Address Golden, Box 10, Grain Dealers Journal, Chicago, Illinois.

**IF YOU** are desirous of obtaining more capital for the extension of your business; if you have land or realty to exchange for an elevator; if you have money to invest in the grain business, make known your desires in the "Business Opportunities" columns of the Grain Dealers' Journal.

**RETAIL AND CARLOAD** Hay, Grain, Potatoes, Peas and Field Seed business for sale. Established sixteen years as a firm by the present owner and operated singly for the past seven years. Stock, buildings, machinery and fixtures at fair value. Is located in the best valley in Southern Colorado. Terminal railroad point. Address Carload, Box 9, Grain Dealers Journal, Chicago, Illinois.

## MALE HELP WANTED.

**HAY AND GRAIN** salesman wanted. Must have experience. Address Smith, Box 9, Grain Dealers Journal, Chicago, Ill.

**WE HAVE** been swamped with the results of our small ad in your columns and will have no difficulty in selecting reliable men.—L. S.

**IF OUR** ad is still running please cancel, as we now have enough applications here to hire men for a dozen elevators and still take our pick.—G. W. S.

**MANAGER WANTED** for farmers elevator. State qualifications in first letter. Address L. M. Hydorn, Secretary Farmers Equity Exchange, Van Buren, Indiana.

**EXPERIENCED HELP**, such as managers for country stations, foremen, auditors and employees needed in the grain business are readily secured thru an ad in the "Help Wanted" column of the Grain Dealers Journal, Chicago.

**WANTED:—HIGH GRADE** Experienced, practical, successful Mill Machinery Salesman and Engineer. Must be Ambitious and a Business-Getter, also understand the work thoroughly. Splendid proposition awaits the right man. Position carries excellent future opportunities. Must be aggressive, up-to-the-minute in every way, with proven ability. Send full details in first letter, with all references and particulars. Address Frontier, Box 11, Grain Dealers Journal, Chicago, Illinois.

## BAGS—BAGGING—BURLAP.

**BURLAP BAGS OF EVERY KIND FOR SALE;** new or second-hand, plain or printed with your brand; seamless Cotton Grain Bags; Sample Bags; Burlap, Cotton Sheeting or Paper for Car Lining, etc. Wanted: Second-hand bags, best prices paid.

WM. ROSS & CO., 409 N. Peoria St., Chicago.

## FLOUR FOR SALE.

**MIXED CARS** of flour and mill feeds in 100 pound sacks are our specialties. We are now manufacturing a full line of corn goods, cracked corn, feed meal, corn and oats chop, Ohio Farm feed, shelled corn and standard oats, in connection with our flouring mill. Would like to send you a trial to convince you of the superiority of our products. Ansted & Burk Co., Springfield, Ohio.

## SITUATIONS WANTED

**POSITION WANTED** as Mgr. of Farmers or Line Co.; 8 yrs.' Exp. Prefer Ia. Address Stanley, Box 10, Grain Dealers Journal, Chicago, Ill.

**Under SITUATIONS WANTED** you will find a capable manager, grain buyer or traveling solicitor. The man who has enough push to advertise his services in a high class trade journal is the kind of a man you want.

**AT LIBERTY:** Elevator foreman and manager and Lady Bookkeeper. We work together and get the business. Have had eight years' experience. Address Two of Us, Box 11, Grain Dealers Journal, Chicago, Illinois.

**MANAGER**, with fifteen years' experience, wishes position with reliable Grain Co. Have had experience in handling side lines. Middle-aged, married. Can furnish references. Address Implement, Box 10, Grain Dealers Journal, Chicago, Illinois.

**GRAIN BUYER** wishes position as buyer for reliable grain firm in the South. University graduate; thirty-five years of age—married. Have had experience as General Manager for a line company for seven years. Have best of references. Address General, Box 10, Grain Dealers Journal, Chicago, Illinois.

**WE KEEP A FILE** for those desiring positions to which we refer whenever an inquiry is received for an employee. The "Situations Wanted" columns, however, are carrying the advertisements of men of all qualifications and it is upon these that the prospective employer depends to secure competent help.

**MAN WITH 19 YEARS'** Experience in the grain business wants position. Employed, but have best reasons for desiring change. Managed Line and Farmers Elevators; familiar with side lines; also road experience. Capable of handling Branch Office. Address Capable, Box 11, Grain Dealers Journal, Chicago, Ill.

**COMMISSION OR PARTNERSHIP:** Wish to manage a Grain or Lumber business or both on a commission or partnership basis. Have had eight years of practical experience in the handling of both commodities. Can furnish best of reference. Do not desire to work for a salary. Address Practical, Box 11, Grain Dealers Journal, Chicago, Illinois.

**YOUNG MAN** twenty-six years old wants Position. For the last three years have been manager of a Grain and Feed Manufacturing Business. Am familiar with the supervision, purchasing, selling—export and domestic—and the manufacturing of various feeds. Desire change. Address Domestic, Box 10, Grain Dealers Journal, Chicago, Illinois.

**COLLEGE MAN**, 40 years old, 16 years' experience in office management, accounting, traffic and buying and selling of grain, know all phases of grain business thoroly. Have been connected with central west and eastern terminals; now employed as manager. Desires change where prospects are for advancement on merits. Address Merits, Box 9, Grain Dealers Journal, Chicago, Illinois.

**DON'T GET "DOWN IN THE DUMPS"** and be discouraged because you have no position. What you need is a Journal Want Ad. There is a job for you and do not forget it. There is a job for every man of industry and good habits. The Journal reaches the man who is looking for you and tells your case to him. No other method is so good for getting a job in the grain line. No other method converts discouragement into encouragement so quickly.

**AN AGGRESSIVE**, energetic business man possessing initiative, wishes position. Experienced as branch manager of private wire houses handling futures and cash grain; freight department of railroads; mercantile agency collection manager. Adequate knowledge of law. Good education and executive ability—thoroughly reliable and dependable. Married, and now employed, but open for a satisfactory change and opportunity where loyalty, hard work and ambition count. It might prove mutually beneficial to address Silver, Box 10, Grain Dealers Journal, Chicago, Illinois.

## SITUATION WANTED.

**GRAIN MERCHANDISING:** Experienced in terminal, cross country, and floor. Wish to make change—Kansas City preferred. Address Merchandising, Box 11, Grain Dealers Journal, Chicago, Illinois.

**WANTED**—Position as Manager or Foreman of Elevator. Have had several years' experience in the running of both inland and terminal elevators, and am familiar with office duties. First class references. Address B. J. Tobin, Burlington, Iowa.

**LIVE WIRE** wants position as Manager with some Farmers Elevator Co. that is reliable and doing a good business. Have had the necessary experience. Best reasons for making change. Address Change, Box 10, Grain Dealers Journal, Chicago, Illinois.

**TWENTY YEARS** experience in grain, coal and live stock, lumber and other side lines as a foundation of which you can take advantage. Want a steady position where efforts will be appreciated. Address Steady, Box 9, Grain Dealers Journal, Chicago, Illinois.

**MANAGER**—Young man, single, twelve years' experience managing country stations in Illinois, is now open for position. If you want a good live-wire with record and references to back it up, answer quick. Address Oglesby, Box 9, Grain Dealers Journal, Chicago, Ill.

**POSITION WANTED** as Manager of Farmers or Line elevator. Am 32 years of age; married. Have had six years' experience and can furnish best of references. Prefer South Dakota, Minnesota or Iowa. Address Section, Box 11, Grain Dealers Journal, Chicago, Illinois.

**COMPETENT GRAIN MAN** 37 years of age, 15 years' experience managing Country Stations for Indianapolis house, wants position as traveling solicitor or manager for Country Station. Best of references. Address Indianapolis, Box 8, Grain Dealers Journal, Chicago, Ill.

**SITUATION WANTED** as manager of Farmers Elevator or good Line house by married man thirty-seven years old. Have had thirteen years experience. Good bookkeeper and elevator mechanic. Can give good references and bond. Employed at present, but desire a change. Address Mechanic, Box 11, Grain Dealers Journal, Chicago, Illinois.

**YOU MAY BE MISSING SOMETHING** If you do not read the Wanted and For Sale ads each issue. If you have something to sell or exchange, insert small advertisement in the Wanted and For Sale Department. When in need of an employee or employment write Grain Dealers Journal, 305 S. La Salle St., Chicago, Ill.

**EXPERIENCED GRAIN MAN** Wants position as manager for line elevator company, Iowa or Nebraska preferred. Am thoroly capable of handling large volume of business, have had four years experience buying grain. Married, age 27. Must be a man sized job with a good future. Can furnish best references and bonds. Am at present employed but desire change for best reasons. Ready after November 1st. Address Best Reasons, Box 5, Grain Dealers Journal, Chicago, Illinois.

**ARE YOU** looking for a position in any branch of the grain business? If you are send us your name, address, nationality, languages spoken, experience, salary expected, references, in fact any information that will help an employer to form an idea of your ability to serve him. We will keep this information on file and from time to time place you in touch with elevator owners who seek competent help. This service will be absolutely free, placing you under no obligation whatever. Write today and get in line for a good position. Address—The Want Ad Man, Grain Dealers Journal. manager? Let the Want Ad Man get one for you.

# The GRAIN DEALERS JOURNAL.

## MACHINES FOR SALE.

**IF YOU WANT A MACHINE** that is not advertised here, ask for it. Make your wants known. Some one wants to sell the machine you need, but hasn't started advertising it.

**REPLY REGARDING MY AD.** I received twelve answers from the first appearance. In fact, sold machine to first inquirer—could sell a carload of them from one insertion.—C. A.

**A BARGAIN** for someone, if sold at once. A 22-inch Bauer Bros. Scientific Ball Bearing Belt Driven Attrition Mill for sale; almost new, complete with ball and roller bearing drive. F. J. C., 608 Third Ave. W., Cedar Rapids, Iowa.

**ALL NEW MACHINERY** and Accessories for a complete Sifter Mill with a daily capacity of thirty to thirty-five barrels, ready for delivery. Results Guaranteed. Address Box 9, G. J. 57, Grain Dealers Journal, Chicago, Illinois.

**FOR SALE: BIG LOT** of elevator belting and cups, No. 9 Clipper, No. 1 Monitor Receiv'g Separator, Elevators, Shafting, Pulleys and Hangars. 20 carloads of everything in the elvtr. and milling line. A. D. Hughes Co., Wayland, Mich.

**ENTIRE CONTENTS** of small but first class flour and feed mill at Cedarville, Ohio, for sale, including first class gas engine, scales, belting, grinding machinery, corn sheller, etc. Inquire The Hagar Straw Board & Paper Co., Cedarville, Ohio.

**HALL DISTRIBUTORS** For Sale. We have three 8 duct 6 inch spout Hall Distributors for sale; these were taken from a house we recently wrecked and are in good order. Will sell them cheaply.

DAVIS BROS. & STEVENSON,  
La Rose, Illinois.

**HAVE NO KICK COMING:** Cancel ad. We are so flooded with replies that we will be kept busy for months to come. We certainly were glad to know that every morning brought us queries for our equipment and always in their letters they would say that they noticed the ad in the Grain Dealers Journal. It is a great thing for us as long as we can supply the demand.—E. J.

## REAL BARGAINS.

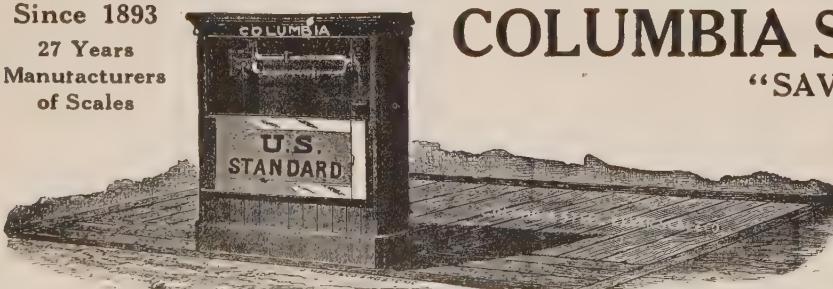
Prompt Attention. Quick Shipments. When in need of elevator or mill machinery, notify us. We are headquarters for power and transmission equipment, and have on hand several well-known makes of motors, boilers, engines, etc.

Send us list of all your wants. We can supply you with full line of machinery for elevators, flour, corn and cereal mills. Complete equipments for modern mills of all kinds, molasses stock, and poultry feed plants, plans, specifications, flow sheets, etc., our specialty.

Write us without delay.

Geo. J. Neth, Mgr.,  
9 S. Clinton St., Chicago, Ill.

Since 1893  
27 Years  
Manufacturers  
of Scales



Telephone Albany 4  
2437-43 N. Crawford Avenue

We maintain a large modern repair and testing department where we overhaul any make or capacity of scale, also keeping a good stock of repair parts. Competent men furnished to take out and install your scale.

## COLUMBIA SCALE COMPANY

F. Beuckman & Son, Props.

CHICAGO, ILLINOIS

## MACHINES FOR SALE.

**FOR SALE CHEAP**—One Sandwich Portable elevator No. 400, complete, together with one new 4 h.p. engine. For particulars write THE KEMPER GRAIN CO. Board of Trade, Kansas City, Mo.

**DO YOU** want a machine or machinery? Have you a machine or machinery which you do not use or do not want? Do you enjoy having discarded machines and machinery laying around in your way, to rust out, or would you prefer to exchange it for elevator supplies you need? Use this department. Get what you want. Put your idle capital to work.

**THE FOLLOWING EQUIPMENT** For Sale:  
1—Double Stand of 9x18 Allis Rolls, New.  
4—Double Stands of 9x18 Rolls—several makes.

Above rolls suitable for corn grinding.  
1—20" Ball Bearing Monarch Attrition Mill.  
1—16" Unique Attrition Mill.  
1—No. 1 Monitor Receiving Separator.  
1—No. 2 Cranson Scourer.  
1—Cracked Corn Grader and Separator.

THOMAS McFEELY COMPANY,  
717 Head Bldg., Philadelphia, Penn.

## MACHINE WANTED.

**PORTABLE CORN SHELLER** and loader, three hundred bushels per hour capacity, wanted at once. Address The Early & Daniel Co., Cincinnati, Ohio.

**MACHINE FOR SEWING** filled grain bags Wanted. Union Special Machine preferred. Send full particulars and cut from catalog to FROEDERTERT MALTING COMPANY, Milwaukee, Wisconsin.

## SCALES FOR SALE.

**SCALES WANTED?** We sold our scales thru an ad in the Journal and had a sufficient number of inquiries to sell two dozen.—E. K.

**HOPPER SCALES:** One insertion sold mine. I made money and saved the purchaser money, so we are both happy—thanks to the Journal.—E. H.

**100 TON 50 FOOT FAIRBANKS** Railroad Track Scale with all steel for setting same, for sale. All in Perfect condition. Very Cheap. C. E. BIRD & CO., Minneapolis, Minn.

**SECOND-HAND SCALES OF ANY** make, size or price find many ready buyers if full description is given in an advertisement inserted in the "Scales For Sale" column of the Grain Dealers Journal, Chicago.

**TWO MONARCH HOPPER** Scales of 600 bushels capacity, each \$225.00. ONE HOWE HOPPER Scale of 200 bushels capacity for \$175.00. Guaranteed accurate and in first class condition. For particulars address Howe Scale Co., 1510 Main Street, Kansas City, Missouri.

**TRUCK SCALE** for sale. One Heavy Type "P" 10-Ton Fairbanks Morse Truck Scale—never unboxed. Having disposed of our business we offer this scale at a bargain. Write or wire the Railback Grain Company, Ashland, Nebraska.

## ENGINES FOR SALE.

**10 H. P. FAIRBANKS OIL ENGINE** For Sale, complete with magnet. Engine has been used very little. Address St. John Grain Co., Worthington, Minnesota.

**ANY KIND, ANY SIZE, ANY PRICE** gasoline engine which is not in use and which you wish to sell, will find many ready buyers if advertised in the "Gasoline Engines" column of the Grain Dealers Journal, Chicago. Try it.

## DYNAMOS—MOTORS.

**DYNAMOS AND MOTOR BUYERS** are reached in largest numbers and less expense by offering them for sale in the grain trade's accepted medium for power bargains—the "Dynamics—Motors" columns of the Grain Dealers Journal, Chicago.

## STEAM ENGINES, BOILERS.

**TWO HENRY VOGT** Water Cube Boilers For Sale. 130 Horse Power each. In good condition.

KENTUCKY FEED & GRAIN CO., Louisville, Ky.

**STEAM ENGINE**—One Houston Stanwood & Gambie Company 35 h.p. Steam Engine and Boiler, size 12'x48", for sale. Both in first class condition.

C. R. LEWIS & COMPANY, Springfield, Ill.

Because they are easy to build, simple in construction, well made and retain their accuracy longer than any scale on the market—COLUMBIA SCALES are being used by practically every feed, coal, ice and material dealer in Chicago. THERE MUST BE A GOOD REASON.

**Have You  
Seed For Sale?**

**Do You Wish  
To Buy Seed?**

**See our "Seeds For Sale—  
Wanted" Department  
This Number.**

**MISCELLANEOUS WANTED.**

**BALED CORN HUSKS OR SHUCKS** Wanted. The Hamilton Co., New Castle, Pa.

**BARGAIN SALE OF SHELF  
WORN SCALE TICKETS.**

Shelf worn and sample books at greatly reduced prices.

Two No. 19GT, Scale Ticket Books; covers are slightly bent and soiled from being handled, but tickets are in perfect condition. Four tickets to a page, 125 pages to a book, with manila duplicates, and five sheets carbon. Each ticket perforated so may be easily removed. Order No. 192GT. Reduced price \$1.00 a book.

One No. 9. Grain Contract with stub. Book is shelf worn but in good condition otherwise. Contains 50 contracts numbered and printed on goldenrod bond. Order No. 91. Reduced price 40 cents. Weight 1 lb.

Three No. 62, Scale Ticket Books, tickets in perfect condition, covers slightly soiled and bent from being used as sample. Book contains 100 pages in duplicate, each page having eight tickets, perforated so may be easily removed, also 4 sheets of carbon. Order No. 620. Reduced price 90 cents a book. Also have one No. 62, which is torn in the binding, tickets same as described above. Order No. 621. Reduced price 75 cents. Another No. 62 we have was bound with some pages wrong side up, but is otherwise in perfect condition. Can be used by turning book up side down. Has full 800 tickets in duplicate and 4 sheets carbon. Order No. 622. Reduced price 75 cents. Two books No. 62 were bound with only 500 tickets in each, but are otherwise in good condition. Order No. 623. Reduced price 80 cents each.

Two No. 23, Grain Scale Books, of which the covers are slightly soiled. Each book contains 240 pages, having room on each page for receiving 41 loads. Each has a 28 page index so each farmer may be given a page. Ruled and printed on ledger paper, bound with cloth sides, keratol back and corners. Order No. 232. Reduced price \$2.50 each.

All prices are f.o.b. Chicago and good while supply lasts.

GRAIN DEALERS JOURNAL,  
305 So. La Salle St., Chicago, Ill.

# SUNFLOWER SEED

1920 Crop Only

## DIRECT FROM THE GROWER

Harvested Under Ideal Weather Conditions

Each lot graded by State Inspector under the following rules:—

**Grade 1** { To weigh not less than 26.5 lbs.  
Not to exceed { 10% moisture  
1% foreign matter  
1% damaged grain

**Grade 2** { To weigh not less than 23 lbs.  
Not to exceed { 12% moisture  
3% foreign matter  
2% damaged grain

**Sample** { Any seed falling below above requirements in any respect.

All seed stored in local and terminal warehouses, ready for prompt shipment, in good burlap bags.

*Write or wire us for prices. Car lots or less.*

**Southeast Mo. •••  
Co-operative Sunflower Growers' Association  
Central Office—NEW MADRID, MO.**

**OFFICE SUPPLIES.**

WE BUY and sell Multigraphs, Addressographs, Duplicators, Folders. Less than half price. Guaranteed one year. Office Machinery Co., 22-F Quincy St., Chicago.

**SAFES**—Large stock of new and used safes on hand. Protect your valuable papers. Prices reasonable. The Howe Scale Co. of Ill., 512-514 St. Charles St., St. Louis, Mo.

**FOR SALE**—Burroughs, Wales, American, Dalton, Standard, etc., adding machines, half retail prices, fully guaranteed. Typewriter bargains, all makes. Get illustrated catalog and bargain list. Minnesota Typewriter Exchange, Department G, 236 Fourth St. South, Minneapolis, Minnesota.

**SEEDS FOR SALE WANTED.**

**WANTED**—Mammoth, Medium, Alsike, and Timothy Seed. Mail Samples with Lowest Prices to Walter G. Trumpler, Tiffin, Ohio.

**MILLET SEED** in car lots for sale. Early Fortune, Hog, Common (golden) and Siberian. Reimer Smith Grain Company, Holyoke, Colo.

**WANTED**—Seed buyers to get the benefit of this classified advertising which costs only 25 cents a line. A circular sent to our subscribers would cost \$130 for postage alone.

**SEED BUYERS AND SELLERS** can quickly sell any quantity or buy any amount or quality by making their wants known through the "Seeds Wanted—For Sale" columns of the Grain Dealers Journal, Chicago, Ill.

## KEEP POSTED

### GRAIN DEALERS JOURNAL

305 So. La Salle St., Chicago, Ill.

**Gentlemen:**—In order to keep us posted regarding what is going on in the grain trade outside our office, please send us the *Grain Dealers Journal* on the 10th and 25th of each month. Enclosed find Two Dollars for one year.

Name of Firm.....

Capacity of Elevator

Post Office.....

bus.

State.....

## SEEDS FOR SALE—WANTED

Field and Grass  
Seed Trade Directory

## ARNHEM, HOLLAND.

Wm. E. Busgers &amp; Co., European fancy natural gr. sds.

## ATCHISON, KANS.

Mangelsdorf Seed Co., The, wholesale seeds.

## BALTIMORE, MD.

Wm. G. Scarlett &amp; Co., wholesale seed merchants.

## BELFAST, IRELAND.

McCausland, Sam'l, Ryegrass and Dogstail.

## BUFFALO, N. Y.

Stanford Seed Co., Inc., The, wholesale field seeds.  
Whitney-Eckstein Seed Co., wholesale seeds.

## CHICAGO, ILL.

Dickinson Co., The Albert, seeds.  
Illinois Seed Co., The, grass and field seeds.  
Johnson, J. Oliver, seed merchant.

## CINCINNATI, OHIO.

McCullough's Sons, The J. M., field and garden seeds.

## CRAWFORDSVILLE, IND.

Crabbs Reynolds Taylor Co., grass and field seeds.  
Crawfordsville Seed Co., seed merchants.

## EVANSVILLE, IND.

Small &amp; Co., W. H., seeds, grain and hay.

## FARIBAULT, MINN.

Farmer Seed &amp; Nursery Co., seed corn &amp; grass seeds.

## INDIANAPOLIS, IND.

Dawson & Co., field and garden seeds.  
Indiana Seed Co., The, grass and field seeds.

## KANSAS CITY, MO.

Peppard Seed Co., J. G., wholesale seeds.

## LAWRENCE, KANS.

J. Underwood &amp; Son, grass and field seeds.

## LINCOLN, NEB.

Griswold Seed &amp; Nursery Co., seed merchants.

## LOUISVILLE, KY.

Hardin, Hamilton & Lewman, grain & field seeds.  
Louisville Seed Co., clover & grasses.  
Ross Seed Co., jobbers and exporters.

## MERIDIAN, MISS.

Kimbrough Mitchell Seed Co., Southern seeds.

## MILWAUKEE, WIS.

Courteen Seed Co., field seeds.  
North American Seed Co., wholesale grass & field seeds.

## MINNEAPOLIS, MINN.

Dickinson Co., The Albert, seeds.  
Minneapolis Seed Co., seed merchants.

## NEW YORK, N. Y.

Loewith Larson & Co., grass & field seeds.  
Nungesser-Dickinson Seed Co., wholesale seed merchants  
Radwaner Seed Co., I. L., fd. & gr. seeds, ex. imptrs.

## OKLAHOMA CITY, OKLA.

Marshall Grain Co., Distributors of Kaffir Milo.  
State Seed Co., The, garden & field seeds.

## PHILADELPHIA, PA.

Philadelphia Seed Co., Inc., The, wholesale field seeds.

## ST. LOUIS, MO.

Kellog-Huff Commission Co., seed grains, field seeds.  
Mangelsdorf, Ed. F. & Bro., wholesale field seeds.

## ST. PAUL, MINN.

Jameson Hevener Co., shippers of field seeds.

## SELMA, ALA.

Geo. M. Callen, seed grasses &amp; hay.

## TOLEDO, OHIO.

Churchill Grain & Seed Co., field seed, pop corn.  
Flower Co., The S. W., seed merchants.  
Hirsch, Henry, wholesale field seed.  
Toledo Field Seed Co., The, clover, timothy.

## Marshall Grain Co.

## DISTRIBUTORS OF

## KAFFIR MILO

Weights and Grades  
Guaranteed at destination.

Responsible brokers wanted in all markets

517-18 Grain Exchange Building  
Oklahoma City, Okla.

## The Mangelsdorf Seed Co.

Sweet Clover, Alfalfa,  
Soudan Grass, Millet, Rape.

ATCHISON

KANSAS

## LOUISVILLE SEED COMPANY

INCORPORATED  
LOUISVILLE, KY.  
Headquarters forRED TOP AND ORCHARD GRASS  
BUYERS AND SELLERS  
OF ALL VARIETIES FIELD SEEDS

SEED

We Buy  
and Sell  
all Varieties  
of grass  
and Field  
Seeds

## FLOWER, FIELD and LAWN SEED

## J. OLIVER JOHNSON

Wholesale

## SEED MERCHANT

1805-9 Milwaukee Ave., CHICAGO, ILLINOIS

## IMPORTERS

## EXPORTERS

GRASS and  
CLOVER SEEDBuyers and Sellers of Timothy, Red Clover,  
Alsyke, Alsike, White Clover, etc.  
NUNGESSER-DICKINSON SEED CO.

New York, N. Y., U. S. A.

## Crabbs Reynolds Taylor Company

CRAWFORDSVILLE, INDIANA

Buyers and Sellers  
CLOVER AND TIMOTHY SEED—GRAIN

## The Toledo Field Seed Co.

## Clover and Timothy Seed

Consignments solicited. Send us your samples  
TOLEDO, OHIO

## Farmer Seed &amp; Nursery Co.

Growers of Northern Grown  
SEED CORN, CLOVERS, TIMOTHY  
AND ALFALFA

FARIBAULT - - MINN

## The Albert Dickinson Co.

CHICAGO

COURTEEN  
SEED CO.

Milwaukee,

Wisconsin

Clover, Timothy, Grass Seed  
Grain Bags

YOU KNOW you want to do business

with the grain shippers.  
Tell them so. The GRAIN DEALERS JOURNAL  
reaches them.

## Certain Departments

in this number of the GRAIN DEALERS JOURNAL are especially interesting.  
After you have read them, consider carefully whether you are not better off with  
the twenty-four numbers of the Journal, on your desk, or the \$2.00 in your pocket.

## SEEDS FOR SALE—WANTED

JOBBERS AND EXPORTERS  
**ROSS SEED CO.**  
 Ky. Blue, Orchard, Red Top, and all kinds  
 of field seeds Bought and Sold.  
 Louisville, Kentucky.

**Crawfordsville Seed Company**  
**FIELD SEEDS**  
 Crawfordsville Indiana

**MINNEAPOLIS SEED COMPANY**  
 MINNEAPOLIS - MINN.  
 WE ARE BUYERS AND SELLERS  
**TIMOTHY—CLOVERS—MILLETS**  
 Grass Seeds and Seed Grains  
 Send samples for bids Ask for samples and prices

**WM. UTTERMAN**  
*Wholesale Field Seeds*  
 Alfalfa and Sweet Clover  
 High Altitude Seed  
 GRAND JUNCTION, COLORADO

The J. M. McCullough's Sons Co.  
 BUYERS—SELLERS  
 Field and Garden Seeds  
 CINCINNATI — OHIO

**The Stanford Seed Company, Inc.**  
 Wholesale Field Seeds ... BUFFALO, N. Y.

**WHITNEY-ECKSTEIN SEED CO.**  
 Wholesale Seed Merchants  
**BUFFALO, N. Y.**  
 CORRESPONDENCE INVITED

**SEEDS** ANY and EVERY  
 KIND  
 CAR LOTS or LESS  
 The Nebraska Seed Co.  
 Omaha, Neb.

North American Seed Co.  
 WHOLESALE GRASS & FIELD SEEDS  
 Milwaukee, Wisc.  
 "THE HOUSE OF QUALITY"



We Buy **SEEDS** We Sell  
 J. G. PEPPARD SEED CO.  
 Kansas City, Mo.

**The S. W. Flower Co.**  
 WHOLESALE  
**FIELD SEED**  
 MERCHANTS  
 SPECIALTIES  
 RED CLOVER, TIMOTHY  
 ALSIKE  
**TOLEDO**  
 OHIO

**THE**  
**ILLINOIS SEED CO.**  
 CHICAGO, ILL.  
 WE BUY AND SELL  
**Field Seeds**  
 Ask for Prices  
 Mail Samples for Bids

DEALERS RAPE  
 SPRING VETCH JOBBERS  
 ALFALFA  
 CANARY SEED

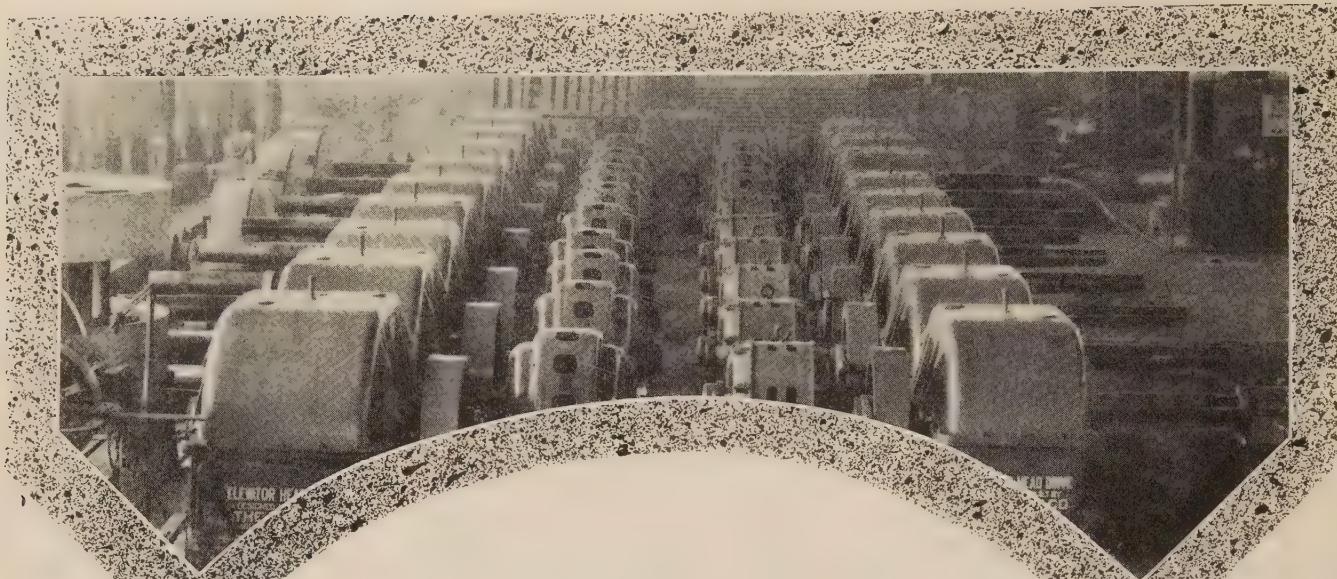
**I. L. RADWANER SEED CO.**

SEED MERCHANTS  
 NEW YORK CITY  
 IMPORTERS EXPORTERS



Prompt Shipment  
**on**  
**SEEDS**  
 CLOVERS, TIMOTHY  
 GRASS SEEDS  
 SEED GRAINS  
 FODDER CORN  
 MILLETS  
 And A Full Line Of Seeds  
**NORTHRUP, KING & CO.**  
 Seedsman  
 Minneapolis, Minnesota

EVERY time you boost the JOURNAL you encourage and help us to make it better.



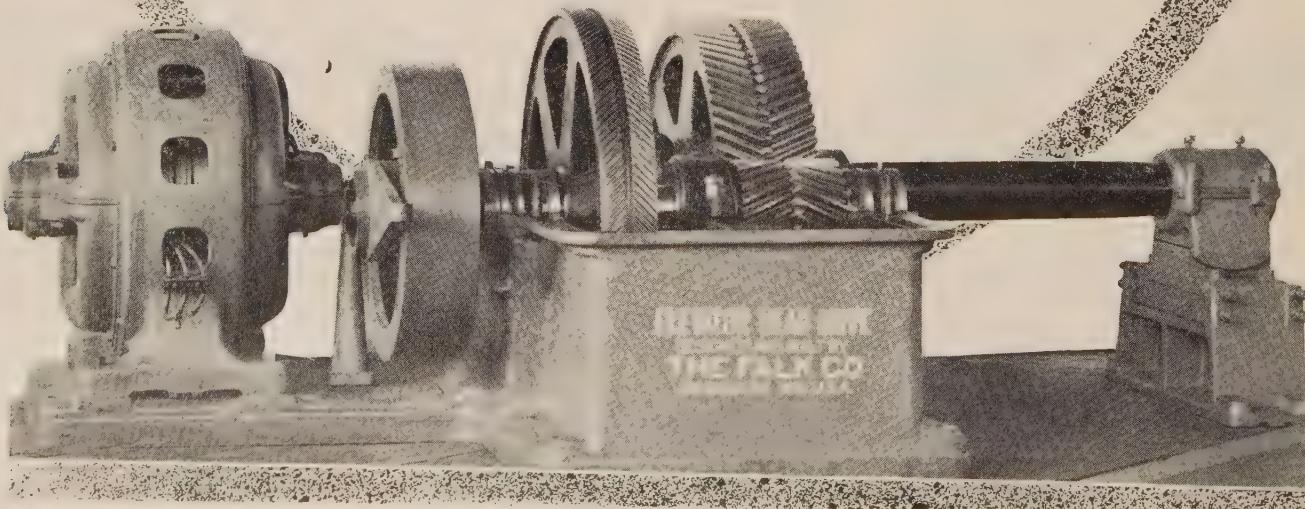
## --power saving

Since the introduction of the individual electric motor drive for each elevator leg grain elevator, engineers have been confronted by the problem of reducing down the speed of the motor to accommodate the revolutions of the head pulley. A clean discharge from the buckets on the belt keeps the speed of the head pulley shaft within certain narrow limits for each diameter of head pulley, so that all reductions had to be made in the transmission or prime mover.

The direct connected motor large enough to generate the required power at the slow speed of the head pulley shaft is so costly as not to be considered, although it is mechanically possible and ideal. The nearest approach to this ideal drive is the Wuest Herringbone Gear, which is compact and is designed to have comparatively no transmission loss. Besides the advantage of transmitting nearly all the power developed by the motor to the head pulley without undue loss of friction the gear drive greatly reduces the hazard of fire and of personal injury. The direct drive eliminates the long lines of shafting with many bearings that are likely to run hot and start a fire, and gives the workmen no opportunity to get caught in belting.

The efficiency of this drive is such that it delivers 97% of the power. This fact alone warrants your close investigation of this greatest of power savers.

**The Falk Co.  
Milwaukee**



# The GRAIN DEALERS JOURNAL.

## GRAIN DEALERS JOURNAL

305 So. LaSalle Street, Chicago, Ill., U. S. A.  
Charles S. Clark, Manager

Published in the interests of better business methods and improved handling facilities for progressive wholesale dealers in grain and field seeds, on the 10th and 25th of each month.

**SUBSCRIPTION RATES** to United States, semi-monthly, one year, cash with order, \$2.00; two years, \$3.60; three years, \$5.00; single copy, 15c.

To Foreign Countries within the Postal Union prepaid, one year, \$3.25; to Canada and Mexico, \$2.75.

**THE ADVERTISING** value of the Grain Dealers Journal as a medium for reaching progressive grain dealers and elevator men is unquestioned. The character and number of advertisements in each number tell of its worth. If you would be classed with the leading firms catering to the wholesale grain trade place your announcements in the Journal.

Advertisements of meritorious grain elevator machinery and supplies and of responsible firms who seek to serve grain dealers are solicited. We will not knowingly permit our pages to be used by irresponsible firms for advertising a fake or a swindle.

LETTERS on subjects of interest to those engaged in the grain trade, news items, reports on crops, grain movement, new grain firms, new grain elevators, contemplated improvements, grain receipts, shipments, and cars leaking grain in transit, are always welcome. Let us hear from you.

QUERIES for grain trade information not found in the Journal are invited. Address "Asked-Answered" department. The service is free.

CHICAGO, DECEMBER 10, 1920

NOW that the car shortage is a thing of the past it is a poor time to raise the minimum weights on grain and grain products.

RESUMPTION of trading in May wheat on Dec. 15 should have a steady effect on the market fluctuations by increasing the hedging opportunity.

WHY do some railroads refuse to furnish grain car doors to cooper cars for ear corn loading? A clear explanation would be most welcome to suffering shippers.

THE RAILROADS are still operating without much profit, or at least many claim to be running behind. Are you helping to guarantee them 6% while the brotherhoods draw down princely salaries?

IF ONE-HALF the marketing and purchasing organizations started this year to help the poor suffering farmer get to running the agitators and promoters will have enough jobs for all their friends and relatives.

THE HYSTERICAL agitators who met in Indianapolis recently for the purpose of formulating plans to induce Congress to protect the farm industry from further losses due to declines in prices for farm products have not made any headway.

DEMURRAGE charges were not increased Dec. 1, as proposed, so those who delay cars beyond the free time will only be called upon to pay \$2 per day for each of the first four days and \$5 thereafter. Cars are designed to transport not store grain.

A CLEAR exposition by a recognized authority and former director of the mint of the control over interest rates exercised by the federal reserve system is published elsewhere in this number of the Journal.

THE LEVER food control act comes out badly damaged in a decision of the federal courts published in "Supreme Court Decisions," this number, holding that the owner of property has an inherent right to sell it for all he can get.

TOPEKA MILLERS have decided to resume operation of their flour mills in full blast just as soon as the Industrial Court decides who shall pay the cost of running at a loss. At last accounts the judges were stumped.

BANKERS are supposed to have some business sense yet the Bankers Ass'n of South Dakota recently wired the state's representatives in Congress urging legislation fixing a minimum price at grain terminals for surplus grain on hand at the end of the crop year. It is very easy to ask Government to attempt to override all economic laws, but very expensive for the tax payers.

MANUFACTURERS AND DEALERS in building materials and grain elevator supplies are gradually getting in position to supply the wants of prospective builders at more reasonable prices than prevailed last year. Reports appearing in our "Supply Trade" column recently reflect a lowering of prices that must bring much encouragement to those desiring to build.

THE COMMISSIONER of Internal Revenue has reversed a previous ruling regarding the tax on freight charges being applied to demurrage, and henceforth will collect such a tax. What is more, carriers are called upon to pay taxes on all such charges back to May, 1920, when the Commissioner reversed a previous ruling on the taxability of demurrage charges. Shippers and receivers generally will be tickled to death to keep open house when the carriers begin calling around for this 3 per cent on demurrage charges long since forgotten. Those who delight in fumbling about dusty, dirty files can start to work.

PSEUDO-ECONOMISTS who seem unable or unwilling to learn persist in prescribing high import duties and embargoes against Canadian wheat, because its importation is supposed to depress the price of U. S. wheat. The near-sighted brethren overlook the fact that both countries have a generous surplus and that both countries must depend largely on Europe to take the surplus and upon Europe's buying power combined with its necessity must depend the export value of the wheat of both countries. Building up a tariff wall against Canadian wheat is more likely to injure our wheat producers than to help them, because the Canadian wheat is so strong in gluten that American millers can blend much of the weaker wheat of the U. S. with it and still make a flour acceptable to European buyers.

SOME HIGH MINDED altruist has suggested a "Buy a Barrel of Flour" campaign, in the hope of inducing the thrifty housewife to lay in a stock while prices are low. That the purchase might help the farmer or the miller does not matter, but the fact is certain that if every house-wife did buy a barrel of flour, the wheat holders would get some of the increased price they are holding out for.

THE ANNUAL report of the Sec'y of Agriculture, given out today, and excerpted on page 1095, makes a plea for a consolidation of the Buro of Crop Estimates with the Buro of Markets that can not fail to strengthen the work and cut down the expense. The truth as to the relative value of these services seems to be dawning on the farmer, as the demand from the growers at the recent Chicago meeting of the Farmers National Grain Dealers Ass'n was for better statistics. The producers have been getting the worst of it in the markets this year and the Buro suffers by its alleged connection with marketing.

MANY GRAIN ELEVATOR operators throughout the land were caught with large stocks of high priced grain when the markets declined, and some have suffered enormous losses because of their inability or neglect to ship their grain before the market struck bottom. However, the dealers are not asking Congress for laws to prevent declines in prices, or holding indignation meetings because the central market buyers will not pay them the high prices previously prevailing. It is very encouraging to find some men with sense and nerve meeting the problems and difficulties of readjusting our affairs to peace conditions without a whimper.

THE HON. BAER of North Dakota evidently knows all about speculation. At any rate, he is a member of the lower house of Congress and has the right and privilege of drawing up and introducing fool bills, and he has taken advantage of his opportunity by introducing an anti-speculation bill so the merchants of the land who speculate in the purchase of commodities, expecting to be able to sell them at a profit, will be denied this privilege unless they consummate their transactions with the expectation of making actual delivery. No one outside of a bucket shop, and those institutions are now a thing of the past, ever attempted to consummate such a deal.

WOOD PARTITIONS in fireproof tanks have once again proved their hazardous character in a fire which occurred last month at Granbury, Texas. Two steel grain storage tanks were connected with a flour mill some distance away by means of a stone tunnel through which grain had been conveyed by means of a wooden conveyor box. The flames followed this box from the mill to the wood partitions, with the result that the tanks were badly damaged. This experience agrees to the letter with the experience of many other owners of fireproof tanks where wood partitions were used. If you want a fireproof storage plant, do not construct it of combustible material.

LEAKING in transit reports are of no value to grain shippers unless *all* the essential facts are supplied, so when we publish the report the unfortunate shipper will identify his car and be able to prove his loss to the satisfaction of the doubting claim agent. When you see a car leaking grain please give us all the facts needed to authenticate a claim for loss.

THE NATIONAL market structure for future contracts advocated by the former Wheat Director is not receiving the welcome that its usefulness to the trade merits. With uniform federal grading everywhere it should be possible to make grain in warehouses anywhere a good delivery on a national contract, so that every exchange could trade in the same identical contract and there would be no spread in the price in the pits of different cities. Hedging of grain held in store at interior points by the warehouseman would become as safe as it is now for the terminal elevator operator, and some of the present useless transportation of grain to non-consuming centers would be avoided.

RAILROAD UNION CHIEFS are working hard to do away with the public participation in wage awards as initiated by the Transportation Act. To this end they are advocating the creation of national boards of railroad labor adjustment, a step declared by the directors of the Chamber of Commerce of the United States as not in the public interest. The unions feel themselves strong enough to force the railroad companies to meet their demands, if the corporations were not backed by the U. S. Railway Labor Board. Grain shippers, farmers and other large users of railway service and members of unions not in the railway service should resist all efforts to limit the authority of the Railway Labor Board as at present constituted. It is an attempt to mark up the wages of one class of citizens at the expense of all the others whose wages are being marked down.

#### Fines and Imprisonment for Giving Tips.

Commercial bribery in any form is repugnant to most business men, and all would be glad to have strict laws enacted against this form of commercial corruption and be glad to assist in their rigid enforcement.

The Interstate Commerce Comm'n in its report filed yesterday recommends a specific law against the bribing of railway employees for performing any service. If the comm'n has its way, both the giver and the receiver of bribes used to influence car distribution or switching service will be punished by both fines and imprisonment.

The grain trade has suffered sorely from this rank abuse during the past two years, and any action taken to insure the equitable distribution of cars among all would-be shippers and without bribes will receive the hearty approval and support of the entire trade. While it is not certain that Congress will enact the legislation urged by the Interstate Commerce Comm'n, it is decidedly encouraging to have the Commission take so decided a stand against the abuse.

#### Killing Speculation.

Among other ridiculous bills introduced in Congress to regulate or exterminate dealing in grain and cotton for future delivery is one by Senator Capper of Kansas, which has been much heralded as a bill which would surely kill speculation in grain, grain products and cotton.

The closing of the grain exchanges would not kill speculation, but would greatly increase it, and it would shift it from the speculators represented on the exchanges to the cash handlers of grain throughout the land. Instead of placing a tax on speculation, the Capper bill will place a tax on the producers and the consumers, because those who handle grain from the farm to the factory or to the consumer, will of necessity take much more than a 10 per cent wider margin than ever before, because the risk of ownership will compel handlers to work on a much wider margin in order to protect themselves against the vacillations of the market.

If the ignorant reformers would simply take the time to investigate the methods in vogue on the various grain exchanges, they would readily understand that the grain exchanges are simply trading places where buyers and sellers are required to submit to rules and regulations designed to facilitate the marketing of commodities and to insure fair treatment for all outsiders represented in the market. Every transaction on a grain or cotton exchange is open to the world and the newspapers and the telegraph wires give full reports of what is done on the exchange each day. The exchanges, at much expense, collect information from all parts of the world, bearing on the supply of and demand for the different commodities dealt in, and all this information is given to the public free of cost.

No intelligent commission or committee has ever investigated the working of a grain exchange without completing its investigation with a conviction that the exchange effects a great economy in the marketing of the grains of the country. Every farmer should, in the light of this year's experience, fully comprehend what constitutes the risk of ownership and he should understand that if the exchanges be closed or taxed out of existence, few country elevator operators would dare to buy more than a portion of his crop at a time.

With the opportunity for hedging against their holdings taxed out of existence, the country elevator man would hesitate against assuming the risk of ownership of very much grain, and in some sections the farmers would be forced to pursue the primeval system of barter in order to dispose of large crops.

The grain exchanges provide a ready market where cash handlers of grain may be relieved of the speculation involved in the buying and marketing of grain. Most people identified with the grain business thoroughly understand the advantages of well regulated grain exchanges and appreciate that the registering of a large volume of the trade's buying and selling orders in the pits has a tendency to stabilize prices. Active speculators are always looking far into the future and buying or selling as they may believe the future prospects warrant. With the exchanges closed and speculation unregulated, the cornering of one or more grains each

year would be a comparatively simple matter to men of large means.

The regulation and extermination of the grain exchanges would help to drive the speculators out of the market and to force the producers of grain to spend their time and income hunting for buyers. With the exchanges closed, prices would vary widely in every city, and the net receipts to producer would be a much smaller percentage of the final selling price than ever before.

It is quite disturbing that men so densely ignorant of the underlying principles involved in the marketing of grain should be elevated to places of power in law making bodies, but if their views are to predominate, then the country as a whole must pay the great penalty of their ignorance. The active, loud talker often gains his way, because more serious minded men lack the backbone to insist upon a clear understanding of the problems involved before acting.

#### What Constitutes a Capacity Carload?

Indefinite terms, grades and measures always have and always will make trouble for traders who use them. The quantity of grain which can be put into a box car has always varied so widely as to make trouble for traders who persist in buying or selling by the carload.

If the grain trade must persist in dealing in carloads of grain, then traders should confine their deals to cars of specified capacity. As a rule, shipper must know what capacity car to expect on his order given the station agent, and even though he should accept a 100 cap. car on an order for an 80 cap. car, the general practice of the railroads is to permit the loading of the larger car just as though it were of the capacity ordered, so that shipper, knowing the quantity of grain he has for loading, could readily protect himself against the necessity of loading more than the 80,000 lbs. which would entitle him to the carload rate for freight.

It is possible for the traders who find it advantageous to deal in carloads to continue their deals to cars of stipulated capacity. Then the buyer of the 80 cap. carload should not be expected to accept more than 88,000 lbs. at the price bid. Of course, if the market went away up, he would not expect to receive much more than 80,000 lbs., but if it went away down he would be protected against paying for more than 88,000 pounds at the purchase price.

Ten per cent in excess of the marked capacity of a car should be the maximum amount deliverable, and the marked capacity of the car should be the minimum limit. If rules are adopted by the Associations and the Exchanges clearly permitting a 10 per cent excess, then those dealers who are willing to trade in carload lots will know what to expect and both parties will have a clear understanding of their full rights under such contracts. If the rules limited deliveries to an excess of 10 per cent on sales of capacity cars, then many differences would be avoided and disputes eliminated. It would seem possible for the rule making authorities of the trade to agree upon a uniform rule, explicit enough to make it safer for carload dealers than at present. Any rule which reduces the opportunity for trade differences will foster and promote trade.

## The Farmers' Strike.

Letters from idle grain dealers in different sections of the country, which are published elsewhere in this number, indicate quite clearly that the farmers are experiencing much difficulty in bringing themselves to accept the prevailing prices for grains. They have received such high prices during the last five years that they have come to believe they would always be able to obtain higher prices for grain than prevailed before the World's War.

Our reports from grain dealers show that farmers of many sections are selling only where pressed to meet their financial obligations; but in some sections, notably North Dakota, the farmers borrowed more money on their grain than it would now bring in the open market, so they have additional potent reasons for postponing the sale.

The Federal Reserve Board is pressing country banks to reduce the volume of their rediscounted paper, but all of them seem to act very slowly. In North Dakota twenty-five State banks and one National bank have been closed because of their inability to realize on their assets, but the prevailing opinion in banking circles is that most of these banks will be able to resume business as soon as the farmers sell their grain and pay off their loans.

Thousands of retail merchants have large stocks of merchandise purchased at prices far above their present replacement value, but these merchants, just like the farmers, stubbornly hang back, hoping that a gullible public will eventually buy more eagerly and thus save them from what now seems certain loss. It is perfectly natural that both merchants and farmers should hold out against the rapid slump in prices, although it may be impossible for them to move much merchandise at present asking prices. The grain dealer who bought high priced grain and was unable to ship it out because of his inability to obtain cars is also entitled to exercise his own judgment regarding the holding of his high priced purchases, even though various markets persist in reflecting discouraging prospects.

Europe would quickly take our surplus wheat at \$2.00 on the farm, if it could raise the money to pay for it, and it may be that some means may be devised for financing would-be buyers in need of food. Honey, butter, eggs, and many other edible luxuries are being shipped into this country at present by self-denying Europeans whose need of wheat exceeds their desire for luxuries. They are shipping many delicacies to us which they would like very much to keep at home, but our high prices for luxuries, combined with a high rate of exchange, gives them great purchasing power in exchange for our staple articles which have declined.

It is not within the province of the Federal Reserve Board or any other governmental agency to criticise or condemn farmers, merchants, or grain dealers who are holding grain or commodities off the market because of the low prices, but they do have the right to condemn borrowers who neglect or refuse

to repay their loans to the banks when due, and thereby force these public institutions to close and cripple many others because of their inability to carry the borrowers and still meet all their liabilities.

Our splendid crops of high quality corn and oats stand a barrier against any rapid rise in prices of these grains, and especially so because of Europe's refusal to use these grains in large quantity for human food. With wheat, rye and barley it is quite different. Europe knows how to use these grains and has been buying them lavishly, so that increased prices for these grains are sure to come unless Europe exhausts its credit.

It may be doubted that the loud mouthed agitator has had any influence with the farmers who are holding grain. Every year some farmers hold in large quantities, and this year of all years the average farmer is better equipped to hold his grain for higher prices than ever before. His dissatisfaction with low prices is perfectly natural, and it does not seem proper that the country grain buyer should attempt to induce him to sell at the present low prices. If enough of them persist in holding their grain off the market, it will surely result in the desired rise in prices. The grain buyer at country points has every sympathy for his farmer patrons, and would much rather pay them \$3 a bushel for all grains than \$1. But the discreet buyer is ever careful to avoid advising his patrons either to hold or sell, because if the farmer loses by acting on his advice, he is very likely to take his business elsewhere thereafter.

While our correspondents generally scout the idea of a farmers' organized strike against prevailing prices, they all seem to recognize the farmer's dissatisfaction with prevailing prices and his right and determination to hold for higher prices.

## Trade Currents Controlled by Economic Conditions.

The wide distribution of our present exports of wheat, to Western Europe, the Mediterranean and even to the Black Sea is an instructive lesson that wheat is a prime necessity. No matter how poor a nation may be it can always sacrifice something to buy wheat.

At the same time that our wheat is going in every direction we are getting imports of butter from Denmark, Canada, New Zealand, Australia and Argentina, just as last summer we were getting sugar from everywhere. World trade is a big auction and the highest bidder gets the goods. To most of the inhabitants of the globe butter and sugar are luxuries that they are willing to exchange for the staff of life. New Zealand and Australia may not need our wheat but thru the ramifications of exchange the gold dollars of Uncle Sam they obtain for butter and frozen mutton are used by other nations to pay us for wheat.

With Canadian money at 87 cents on the dollar what more natural than that Canada should make unprecedented shipments of that international commodity, wheat, to the United States to pay its obligations.

## Stabilized Prices Impossible.

As an outgrowth of our war necessities and consumer experience with price fixing there has developed a widespread demand for stabilizing of prices of many commodities. Hardships have been worked to many by the rapidly changing prices, largely because the movement of prices was not simultaneous and step by step in the same direction. While prices were rising these evils were not so apparent as they are now that prices are falling.

Such price controls as were made effective by the various governments were of doubtful benefit even to the ostensible beneficiaries, and the benefits certainly have not been commensurate with the burden on the public treasury. Coffee valorization brot disaster to Brazil. The wool control by the British government has ruined the market for that commodity and cost the exchequer a pretty penny.

Most producers will declare that a fixed price for their product would be most satisfactory to them, provided, of course that the price was set by them. The fact that in the thousands of years since recorded history began there has been no successful fixing of prices for any length of time is not appreciated by them. Suppose that prices had been fixed at \$3 per bushel for wheat long before the invention of the harvesting machine, who would have stood in the market place year after year and bought the accumulating mountains of wheat?

## Abolish the Federal Trade Commission.

No governmental commission ever started out with brighter prospects or better wishes of the entire business public than did the Federal Trade Comm'n, and yet today none remain to do it honor.

Every business man and nearly every business publication takes advantage of every opportunity to point out some of the many abuses and shortcomings arising from the meddlesome work of the Federal Trade Comm'n. Designed primarily to help business, to promote it, to assist it in effecting economies and eliminating waste, it has developed into a useless appendage of government, which does nothing but prattle and waste money. None has ever pointed out any useful work performed by the comm'n, although some may have considered it guilty of having performed a service to the public.

The experiment has failed utterly and the people generally will be glad when the Comm'n is abolished and the expense discontinued. The Comm'n has been used for the apparent purpose of baiting stubborn business institutions which have hesitated to conform to the petty regulations of the bureaucrats. The nation is weary of red tape regulations for business.

It seems that the dreamers who drafted the law providing for this Comm'n expected entirely too much of it. All hoped for some real constructive work from the Federal Trade Comm'n, but instead the members seemed determined to indulge in nought but destructive work. Away with it!

# The GRAIN DEALERS JOURNAL.

## Asked— Answered

[Readers who fail to find information desired on any subject of interest to grain dealers should send us their query for free publication here. The experience of your brother dealers is worth consulting. Replies to queries are solicited.]

### Claim Against Initial or Delivering Carrier?

*Grain Dealers Journal:* When delays in transit occur, should shippers file claim or enter suit against the initial or delivering line?—Pittman & Harrison Co., Sherman, Tex.

*Ans.:* Under the Interstate Commerce Act the shipper can make his claim against either, as it is based on a contract of carriage whereby the initial carrier undertakes to deliver to destination. The same law gives the carrier not at fault, who pays the claim, recourse against the carrier at fault.

### To Get Sample From Center of Bale?

*Grain Dealers Journal:* I would like to know if I can obtain an implement for getting a sample from the center of a bale of hay without breaking the bales.

We grow alfalfa hay here and frequently the bales will look all right, but the centers will be found to be caked or moldy when the bales are broken.—E. J. Coleman, Plainview, Tex.

*Ans.:* Dealers who have had many years' experience in handling hay state that they know of no such device. There is need for a tool that will take a sample from the interior of a bale and it is wondered that no one has invented it.

However, the experienced haulers of hay are never deceived, as they know what is wrong with the bales as soon as they throw their hooks into them.

Hay that was damp when baled will look all right on the outside and experienced receivers declare they are unable to detect damage.

### Is Receiver Liable for Delay in Selling?

*Grain Dealers Journal:* On Sept. 1 we consigned car corn to Topeka, Kan. Car arrived Topeka Sept. 2 and graded No. 1 yellow. On Sept. 3 we received a telegram from the commission house as follows "Car corn No. 174484 here grades one yellow—who gets it."

As we received this telegram at 4 o'clock, we immediately called this commission house's broker who represents it at Lincoln and instructed him to have the commission house sell the car next morning. He said he would and was going to talk to them yet that evening, so we supposed it would be sold next morning.

This car sat in Topeka until the 8th and was then ordered to Kansas City, arriving in Kansas City Sept. 9th, was inspected in K. C. same day and held until Sept. 14 and sold.

The commission house claimed it could not sell the car in Topeka nor in K. C. from the 9th to the 14th.

At the same time we were getting bids from Topeka and K. C. nearly every day for corn for 10 days shipment showing there was corn wanted at both places all the time and of course we know one could have sold corn in either market at any time; especially as we called them and instructed them to sell the corn next morning.

This was at the time the big break was in corn and we claim the commission house should stand the loss on this corn.—J. M. Barnett.

*Ans.:* A grain receiver is liable if he fails to carry out shipper's instructions to sell promptly. Promptly means the same day if the market is open, or the next day if the market has closed.

Judgment for delay in making a sale was given against a Kansas City commission merchant by the Kansas City Court of Appeals in a suit brot by H. L. Bainter, as fully reported on page 678 of the Grain Dealers Journal for Oct. 10.

### Paying Freight for Larger Car Than Ordered?

*Grain Dealers Journal:* At this station we ordered an 80,000 capacity car to load 1,500 bushels of new corn into. Agent furnished a 100,000-lb. car, which we loaded. Can the railroad company collect freight on more than the 1,500 bushels, that we loaded into the car?—A. Ross, Steward, Ill.

*Ans.:* A shipper who fails to load the required minimum into a 100,000 capacity car must pay freight on the wasted space; unless he has the station agent note on the B/L that 100,000 capacity car was furnished on an order for an 80,000, in which case the railroad company will protect the minimum for an 80,000. It is not sufficient that the shipper ordered the 80,000. He must have the notation on the document; and if he neglected this when loading the car he can have the local station agent correct the B/L later to collect claim for overcharge.

### Hearing on Telegraph Liability?

*Grain Dealers Journal:* In your issue of Nov. 25, on page 979, there is an item that indicates that the Federal Commission has taken, or is about to take, some action regarding the liability of telegraph companies for non-delivery of messages.

We recently sent a message at two o'clock one day and it was not delivered until the next day and we are losers by the change in the market in the meantime. We are asking for information you may have relative to present liability of telegraph companies in a case of this kind.—Vincent Grain Co., Omaha, Neb.

*Ans.:* Under the present construction of the law by the courts the loser can not recover more than the cost of sending, etc., as stated in the fine print on the telegraph blank.

The Interstate Commerce Commission, to-day, Dec. 10, is hearing arguments at Washington with a view to changing all this, and placing some liability on the wire companies.

### Collecting Claim for Loss in Transit?

*Grain Dealers Journal:* A car of oats shipped from Sioux City, Ia., to the Royal Feed & Milling Co. of Memphis, Tenn., was bot by us when located at Memphis, on basis of Sioux City official weights. The shortage made our loss on the car, N. Y. C. 115505, \$82.26.

The Illinois Central Railroad Co. refuses to pay our claim for loss of grain in transit, alleging that the car was shipped May 21, 1920, while the jurisdiction of the railroad company over the installation of grain doors did not become effective until July 16. The claim agent writes us:

"The carrier's record of handling has revealed car under the clear seal protection, physical condition of the equipment without defect permitting leakage of grain. Furthermore, that such loss as occurred is directly at the grain doors and as the installation of the grain doors rests directly with the shipper at point of origin the carrier will be unable to allow favorable consideration of the claim for loss occurring thru that source. In view of the circumstances explained herein I am obliged to respectfully submit herewith declination of claim."

"Accordingly it appears to me that the shipper of Sioux City, Ia., is responsible to us for the loss. We wrote them on Oct. 9th, 19th and 29th asking about who was responsible for the installation of the grain doors, but they have refused to answer our letters, seemingly because they do not want to pay us for the loss."

How can we recover our loss?—W. R. Stout, Southern Grain Co., Owensboro, Ky.

*Ans.:* The claim agent's allegations are a bluff to discourage the receiver from starting suit to recover the full amount of his loss. The shipper having sold on Sioux City weights is not responsible; and the elevator company loading the car probably will furnish affidavit that the car was properly coopered and door openings carefully boarded up.

The buyers must present proof of the amount unloaded. The railroad company is responsible for the difference in the weights. With official weights at both ends the carrier is at

a disadvantage in resisting payment, especially since it is practically impossible for the railroad company to prove that all the loss was due to any certain cause. If there was no evidence whatever, physically, that there was any way for the grain to leak out the carrier still would be liable for the value of the grain lost at destination.

### Taking Surplus Grain to Account?

*Grain Dealers Journal:* We sold an 80,000 capacity car of wheat to a Hastings buyer to go to Kansas City. We loaded 92,700 lbs., and the buyer would take only 88,000 lbs. at the contract price, settling for the balance of 4,700 at the market price on arrival, which was 40 cents less. Can we compel the buyer to take the entire contents at the contract price? We understand buyers must take all the railroad tariffs permit the shipper to put into the car.—People's Grain, Coal & Live Stock Co., Upland, Neb.

*Ans.:* The trade rules of the Grain Dealers National Ass'n do not define a "capacity car."

Rule 36 of the Texas Grain Dealers Ass'n provides "When capacity cars are sold, this shall be construed to mean that the shipper shall load on such contract an amount of grain equal to either the marked or the visible capacity of the car."

The custom is not that the buyers must take all that the tariffs permit the shipper to put into the car. The shipper must load the minimum provided by the tariff, or as much as will protect the freight rate under the tariff by loading to within 24 inches of the roof or to full visible capacity. A buyer is under no legal obligation to take more than the marked capacity; and the buyer in this case who accepted 88,000 on an 80,000 capacity order did all that could be expected of him.

### Accepting Unfit Cars?

*Grain Dealers Journal:* Last winter we were compelled to load out a great many cars on which the railroad would not give us an inspection card, and before signing the B/L covering the shipment, forced us to sign a release against damage by water, etc. Practically all of these cars had been unloaded by us without any claim against the railroad company account of damage to the contents. While a great many of these cars carried the contents to destination without damage, a few of the shipments were damaged and the railroad company has refused to pay our claim.

It is a fact that all of these cars could have been placed in first class condition by the railroad company with very little trouble and expense. The defects in the cars consisted of small leaks on the side of the car, and sometimes in the roof, all of which could have been easily patched.

It is a fact that if we had only loaded cars furnished us by the railroad company on which they were willing to give us inspection cards, it would have reduced our shipments at least 50% over certain periods, and would have caused us considerable financial loss on account of being unable to make shipments.

We would like to have an opinion as to whether we can legally collect these claims against the railroad company. It seems to us that in these instances, the railroad company could have, with but little trouble and expense, furnished us with suitable empties for loading. The fact that the larger percentage of these cars went thru without any claims indicates that they were more or less making us assume the risk. We also believe the railroad should have refused to sign the B/L under any consideration if they considered the equipment in such shape that it would not carry thru to destination without damage.—Marco Milling Co., Pine Bluff, Ark.

*Ans.:* In Ga. So. Ry. Co. v. Johnson, King & Co. the Supreme Court of Georgia held, 48 S. E. 908, that "Where goods are shipped 'released' the burden is upon the carrier to show that the loss was within the exemption and not occasioned by his negligence."

Under the Interstate Commerce Act the carrier can in no way exempt itself from liability for negligence.

Even granting that the shipper waived liability for loss not due to negligence such waiver

is not binding on the shipper when the railroad company has given no consideration therefor in the way of reduced rate or other concession. Whether the privilege of using defective cars is a valuable consideration is a question that answers itself in the negative. It is contrary to public policy to permit a carrier to limit its liability by such a trick. If this were permitted the carriers could request ALL shipments to be released.

## Storage Charges?

*Grain Dealers Journal:* Is it unlawful to hold grain more than thirty days and charge storage for time over 30 days?—Burnett Elevator Co., Buda, Ill.

**Ans.:** Public elevators at Chicago are bound by the schedules filed in court and published and these provide for a charge by the day, so that any time over 30 days can be charged for by the day.

There being no charges prescribed by law in Illinois the country elevator operator can make his own rules.

## Must Buyer Accept Entire "Contents" of Car?

*Grain Dealers Journal:* We sold a car of corn to a terminal market buyer who sent us confirmation calling for "contents of one car not over 80,000 capacity."

We shipped 92,960 lbs. in an 80,000 capacity car. The purchaser paid contract price for 88,000 lbs., and discounted the remainder.

We take it according to the contract that the buyer was to accept the contents of any car if it was not over an 80 capacity. It has been our order from the railroad agent here to load all cars to full capacity. We determine the capacity of car by subtracting the light weight of car from 132,000 lbs.; and the light weight of the car in question was 38,500. What is the Journal's idea on the matter?—C. B. Morrison.

**Ans.:** Unfortunately for the buyer his insertion of the word contents into the contract binds him according to the plain English meaning to accept all that could be gotten into it. The description 80,000 capacity simply defines the size of the car and has no reference to the quantity directly. The buyer obligated himself to take the contents of the car of such size, whatever they might be. Had he omitted the qualification "contents" he could have refused more than 88,000 lbs.

The foregoing states the legal position of the parties. Rules of exchanges and decisions of arbitration com'ites do not necessarily have to conform to law; and arbitration com'ites have the privilege of ruling differently on the same facts.

## Can Buyer Be Required to Take More Than Ten Per Cent Over Marked Capacity?

*Grain Dealers Journal:* We refer to the answer given to the Peoples Grain, Coal, & Live Stock Co. regarding the taking of surplus grain to account on page 888 of the Grain Dealers Journal.

You say that the custom is not that the buyers take all that the tariff permits the shipper to put in the car, and so forth. Now this is not in accordance with the customs that have been in vogue for twenty years in Oklahoma as a capacity car has always meant from the minimum required by the railroad to the maximum allowed to be shipped under existing tariffs. Your version of this, as I understand it, would mean 80000 lbs. would be a capacity car, while the tariff has always been 10% above the marked capacity and at this time allows us to load in to gross weight on an eighty car of 132000 lbs. and 161000 lbs. gross on an hundred capacity car.

This is a matter of very vital importance to all shippers, especially during a car shortage and when they have capacity cars sold and I would like to ask if we are not correct in our statement.—W. M. Randels Grain Co., Enid, Okla.

**Ans.:**—The Supreme Court of Kansas in a decision given Oct. 9, 1920, and reported on page 986 of the Grain Dealers Journal for Nov. 25 said:

"It was shown by evidence that, even if the

carload capacity had been specified, such specification would be only an approximation, and that any carload of wheat may overrun its specified capacity by as much as ten per cent."

The foregoing is a court decision that may have been based on the evidence of trade custom introduced in that suit; but customs vary in different parts of the country; and if a shipper could introduce evidence that the custom was to take maximum cars on contracts, the court would so hold, unless the rule of law that a written specification controls as against a custom, would exclude evidence of custom.

In the Kansas case the shipper compelled the buyer to take 66,000 on a 60,000 capacity car, by evidence of custom or practice.

In Oklahoma it is possible that by proof of custom to take maximum allowed by the railroad tariffs the shipper could compel a buyer to take 15, or 20 per cent more than the capacity of the car specified. It is possible, but the rule of law above stated that a written specification takes precedence over a custom, might exclude the custom.

Even trade customs are subject to change; and under pressure of continuous car shortages and urging by railroad companies and food administrations to load the maximum, a custom to limit the contract amount to 10 per cent over might be changed to the maximum permitted by tariffs.

## Maintaining Side Track?

*Grain Dealers Journal:* Has a railroad company the right or power to force a grain company to maintain the side track along his industry?

This question was discussed about a year ago in the Journal; but now the railroad on which our elevators are located has handed us a written agreement to sign to maintain its track. This particular elevator is partly on railroad ground.—J. E. Stayman, mgr. Farmers Exchange Co., La Rue, O.

**Ans.:** There has been no change in the situation with regard to side tracks during the past year. A com'ite of the National Industrial Traffic League has been at work with a com'ite of railroad men and arrived at a sort of compromise which has not been made effective and some of the liability clauses of which will be fought by the insurance companies.

Until some definite arrangement is arrived at it would seem that the Supplement No. 2 to General Order No. 15 of the U. S. R. R. Administration would control, especially since it is based on common sense. That ruling was that whatever the practice of the carrier had been with regard to the track of any particular industry from the beginning of its use, the practice should be continued. If the shipper has never paid for side track maintenance he can not be required to begin doing so now; nor can he be required to sign an agreement to do something he never did before. In this case at La Rue, however, the elevator operator can not afford to quarrel with the railroad authorities, as they can retaliate by ordering him to move his elevator entirely off the right of way. Some amicable adjustment should be arrived at.

## Buying Grain Under Attachment?

*Grain Dealers Journal:* A had a crop of probably 700 bus. of wheat which he threshed and placed in two bins about 12 miles out from town. B put an attachment on one bin of about 400 bus. A arranged with the officer in charge to deliver the grain to the elevator, thereby saving to himself the cost of hauling to town. A then procures C, D and E, who are neighbors of his, to load up the entire 700 bus. and deliver it to the elevator, selling it as their own personal property, each driver taking a check payable to himself.

A was successful in pulling this over the officer in charge and now refuses to pay the account in question, about \$300.

The officer and his legal adviser have informed me that they are going to start proceedings against me to recover the wheat or the money value of it. They may be bluffing. They claim I bought stolen wheat. I am an innocent purchaser and while I knew there was an attachment against A's wheat and was watching for his grain I supposed C, D and E were marketing their own wheat.—R. H. Howard, Craig, Colo.

**Ans.:** Until the exact form of the attachment is known it is difficult to say how far the authority of the officer will extend, but if the levy was simply to hold the wheat pending

the outcome of a suit his rights are far less than under a thresher, landlord's or mortgage lien, and probably all his rights are lost by officer's letting the property get out of his possession. If the officer made A his agent to deliver the grain anywhere the officer is responsible for his agent's failure to notify all with whom he dealt that the wheat was under attachment.

The officer was simply tricked by A into releasing his physical possession of the grain, and his consent thereto would seem to bar the extension of the attachment under which he was acting, to the property, which was sold by farmers not mentioned in the attachment proceedings.

## Increased Charges Suspended.

The Interstate Commerce Commission on Nov. 30 suspended from Dec. 1 to Mar. 31 all tariffs proposing increases in demurrage charges, changes in rules and terms of the average agreement, and all diversion and re-consignment tariffs, under Dockets 1249 and 1250.

Shippers had protested against the violation of the spirit of the Commission's decisions in the handling of grain and grain products.

The proposed demurrage rates were \$3 for each of the first 4 days after free time, \$6 per day thereafter, and \$10. a day thereafter. Present rates are \$2. per car per day for the first 4 days after free time, and \$.5. a day thereafter.

## Hearing Dec. 16 on B/L.

A hearing on the domestic B/L will be held Dec. 16 at the Great Northern Hotel, Chicago, by Commissioner Woolly, to consider changes made necessary by the Transportation Act.

The Commission in its announcement says: "The Commissioner has received informal criticisms of and suggested changes in the conditions of the domestic bill of lading now in use by carriers in Official and Western classification territories, and it appearing desirable that further hearing be held respecting the form and substance of the uniform domestic B/L proposed by carriers and submitted to the Commission in prior proceedings in this investigation."

The B/L Com'ite of the National Industrial Traffic League has given the Commission a memorandum of objections to the present B/L, which in different ways limits the liability of the carrier.

## Leaking in Transit

Grain dealers can help brother sufferers in the collection of claims for loss by reporting to *Grain Dealers Journal*, for free publication, car initials, number, place, date and condition of car seen leaking grain in transit.

Recently we have received reports of the following leaking or bad order cars:

Erie 69063 was set out of a train at Manitowoc, Ill., some time on Monday night, Oct. 25. Car was reported having a hot box and we discovered it was leaking yellow corn from under the sheathing at one end. Not much had leaked out. My man and I repaired it so that the leak was entirely stopped.—A. R. Harbaugh, Smith-Hippen Grain Co.

C. R. I. & P. 48613 passed thru Bigelow, Mo., on Oct. 18 going south on the C. B. & Q. Car was leaking wheat at the grain door.—H. E. Combs, mgr. Farmers Elevator Co.

B. & O. 97560 passed thru Bigelow, Mo., on Oct. 18 going south on the C. B. & Q. Car was leaking corn thru broken door.—H. E. Combs, mgr. Farmers Elevator Co.

U. P. 137157 passed thru El Paso, Ill., going south on the Illinois Central on Oct. 9 leaking wheat. Car had an Updike Grain Co. tag.—El Paso Elevator Co.

L. & N. 91166 passed thru Scott City, Neb., on Oct. 8 leaking wheat at side.—S. Bucknell, mgr. Farmers Co-op. Elevator Corp.

# The GRAIN DEALERS JOURNAL.

## Letters

[Here is the grain dealers' forum for the discussion of grain trade problems, practices and needed reforms. When you have anything to say of interest to members of the grain trade, send it to the Journal for publication. It may draw out the views of others.]

### Printed Tariff Controls Loading of Cars.

*Grain Dealers Journal:*—I notice that some careless shippers who are reckless enough to deal in grain by the carload have got into trouble thereby just as thousands of others have done. I feel that when a sale is made flat "capacity car" that the seller has the right, and only the right, to play between the marked capacity of the car and the ten percent tolerance allowed by the tariffs generally on file or when the car may be loaded to within twenty-four inches of the roof, and properly so noted on the bill lading. This to conform to Rule No. 11, of Trade Rules of the National Ass'n.

Further I would interpret Rule No. 11 to mean the *printed tariffs* (or rules and regulations) of the initial carrier, and what some shipper might slip through, on a shipment over and above such 10% tolerance.—J. C. B.

### 10% Additional Tenderable on Sale of Capacity Car.

*Grain Dealers Journal:* As to procedure in case of delivery of 93,700 pounds on a sale of 80,000 pound capacity car.

During the past year I have been Chairman of Arbitration Committee No. 4 of the Grain Dealers National Ass'n. Several cases have come before that committee involving sales and deliveries of "capacity cars," but none exactly paralleling the case in point. Any opinion I may express is purely personal and should not be construed as establishing a precedent to govern the action of any committee of the Association.

Trade Rule No. 32 provides that a car load shall consist of bushels as follows: "Wheat, 1,100; shelled corn, milo maize, kaffir corn, and feterita, 1,100; ear corn, 700; rye, 1,100; barley, 1,250; oats, 1,600. Provided, That where rules of carriers lawfully on file with the Interstate Commerce Commission or State Railway Commissions provide for minimum carload weights in excess of the above such minimum weights shall constitute a carload within the meaning of this rule."

Rule No. 34 provides: "When bushels are sold and the size of cars to be loaded is not mentioned by the buyer, it shall be the privilege of the seller to load cars of a size suitable to his convenience; he, the seller, to answer to the railroads for the fulfillment of their minimum weight requirements."

Under these two rules, on the sale of "cars" without any qualifying word, cars of any capacity could be delivered; and rule No. 32 would have no bearing except in case of default or cancellation of the contract. In the event of default or cancellation settlement should be based on the number of bushels provided for in the rule.

On a sale of "capacity cars"; cars of any capacity could be loaded; and in case of default or cancellation settlement should be based on the average weight of cars of same grain delivered same season. See case of A. Liske & Company vs. J. A. Hughes Grain Company and El Paso Grain & Milling Company vs. Smith Bros. Grain Company, decided by Arbitration Committee No. 4 during the past year, the latter of which was quoted in one of your recent issues.

As to the exact case submitted in your communication, sale seems to have been an 80,000 pound capacity car which is very specific. As railroad regulations permit an overload of 10% on such cars the largest amount tenderable was 88,000 pounds. The buyer having definitely limited his purchase the seller had

no right to ship a larger quantity and the buyer was well within his rights in taking the surplus to account at the prevailing market price.—Yours truly, G. E. Patteson, Memphis, Tenn.

### What Is a Carload?

*Grain Dealers Journal:* I note the article on page 980 of the Journal in the Nov. 25th number on taking surplus grain on contracts.

I have had just about 20 years' experience in the grain business and I have dealt with all kinds of firms and terminal markets, and here is my opinion, based on most of the terminal market rules.

Until something like 6 months ago when I sold a capacity car of grain I was entitled to ship any size car the railroad company furnished, and I was allowed 10 per cent over and 10 per cent under the capacity car. In case of shipping a 60,000 capacity car I could load 54,000 and the buyer would have to call contract filled; or, I could load 66,000 and they would have to accept it as filling the contract. But later at a date I can not state the railroad company put in a rule that the shipper has to pay on the full marked capacity of the car and in this instance if I sell an 80,000 capacity car and load as the correspondent says he loaded 92,700 lbs. in the 80,000 capacity car, then the buyer would have to accept 88,000 lbs., taking the surplus grain at the market price the day the car is unloaded.

I have had the above kind of a controversy with a terminal market buyer this season and the rules of the Kansas City Board of Trade held as above stated by me. I think that nearly all the terminal markets will have about the same ruling.—Mark M. Adkins, Burlington Junction, Mo.

### Sales of "Capacity Cars" the Height of Folly.

*Grain Dealers Journal:* Referring to recent queries in your valuable journal in regard to car load sales or "Capacity Car" sales, and the discussions in regard to them, I wish to say that for the life of me I can not see why intelligent dealers should practice such methods in making sales and purchases of grain, with the possible exception of an occasional sale of one car or an extreme of two cars, where the shipper might not be able to determine just the size car he may receive, and where he may not have a volume of the same grain, or a limited time for making the shipment and thus may be in doubt as to what he can do.

A sale or purchase of grain made on "capacity cars" is fraught with so many chances for disagreements and complications that it seems to me to be the height of folly to practice it.

From an arbitration standpoint the arbitrators adhere strictly to the evidence and our Trade Rules. These rules are so plain and simple, giving each party to the trade ample protection, that I fail to see where any advantage is to be gained in using any indefinite terms. It would seem as reasonable to trade on the terms of "baskets full" or "Bags" where the weight content might vary greatly.

When the plain term "Car Load" is used our Trade Rule No. 32 is very plain, and each party to the contract will then understand just what the contract is.

Rule No. 11 protects a buyer and makes the shipper responsible for loading cars to the detriment of the receiver.

Rule No. 24 also protects the seller on a larger sale of "bushels" when he has no control over the size of equipment that is furnished him.

If the experience of one who has had about six years arbitration work in the Grain Dealers National Ass'n is worth anything, I would admonish every grain handler to be very defi-

nite in all terms used in making trades, and at least seventy-five percent of the arbitration cases will have been stopped at the source, and all hard feelings between dealers resulting from these disputes will be avoided. Very truly, Elmer Hutchinson, Arlington, Ind.

### Omaha Rule Covering Delivery of Capacity Cars.

*Grain Dealers Journal:* With reference to trade controversies based upon the amount of grain to be delivered on contracts for "Car-loads."

This question has been under consideration by the Western Exchanges during the current year, resulting in the adoption of new rules which to a large extent have eliminated the causes for such disputes. An attempt was made to secure the adoption of uniform rules by the different Exchanges but without success. The Omaha Grain Exchange rule provides,

Article 6, Section 7—In case of transactions for future delivery by carloads. Unless otherwise specified, a carload shall consist of the minimum railroad requirement, but not less than 60,000 lbs. of wheat, corn, rye or barley, and 48,000 lbs. of oats.

If 60,000-capacity car is specified, the carload shall be the minimum railroad requirement, but not less than 80,000 lbs. of wheat, corn, rye or barley and 48,000 lbs. of oats.

If 80,000-capacity car is specified, the carload shall be the minimum railroad requirement, but not less than 80,000 lbs. of wheat, corn, rye or barley, and 64,000 lbs. of oats.

If 100,000-capacity car is specified, the carload shall be the minimum railroad requirement, but not less than 100,000 lbs. of wheat, corn, rye or barley, and 80,000 lbs. of oats.

There is nothing in this rule prohibiting the purchase of "Contents of car," and in my opinion any such prohibition would be inadvisable. If a buyer chooses to make such a contract and thus give the seller the opportunity to deliver small or large loads, according to the condition of the market, I believe he should have that privilege.

On the other hand, it is often impossible for the seller to know at the time of sale what size car will be available for shipment. This is particularly true during periods of car stringency, when he, in many instances, must accept whatever equipment is tendered him by the carrier. I believe, therefore, the seller should have the opportunity of selling "Contents of cars" if he can find a buyer willing to trade with him upon this basis.

Eliminating this one feature, I believe the rule of our Exchange covers this question very thoroughly, and that its adoption by other Exchanges would eliminate a very large number of these small annoying controversies.—Trans-Mississippi Grain Co., C. D. Sturtevant, Secy.

### Recovering Insurance on Stored Grain.

*Grain Dealers Journal:* In your Nov. 25th number you answer the inquiry of J. W. Bookwalter, Mgr., Farmers Grain Co., Gardner, Ill., as to the legal status of claims against insurance companies in case of fire where one is holding grain in the elevator which is not bought, but which is being held in trust or in storage.

You state that "The grain and mill mutuals cover this by the wording of the contract of insurance, the policy containing a clause expressly covering grain held in store and not owned, for the benefit of the elevator company. As far as the mutuals are concerned the elevator company has a right to insure another person's property with or without his consent. The mutuals are out to protect the elevator companies who pay for the insurance and will not quibble over the legal right of the company to pay for stored grain that burned, or take refuge in the right of the elevator company to refuse to pay the loss because it is not legally liable for loss on stored grain."

A casual reader might infer that only the grain and mill mutuals thus protect their policy-holders, but such an understanding of the

situation is incorrect. In order to clear up any possible misunderstanding which might tend to confuse your readers, I wish to state that the following clause has been used by the Hartford Fire Insurance Company of Hartford, Conn., for many years, in fact this clause was in use by the Hartford before most of the mutuals now in existence were organized: "and provided the assured is legally liable therefor, this item shall also cover said stock while held in trust, or on commission, or sold but not delivered."

I am writing you at this time on this subject to point out that the Hartford has ever been on the lookout to give proper coverage to its policyholders and in their one hundred and twenty-five years of operation have gained a sound reputation for fair and prompt settlement of its losses. Yours truly, Hartford Fire Insurance Co., Mill and Elevator Department, By E. F. Holloran, Inspector, Minneapolis.

## "Carloads" Shud Be Limited by Trade Rules.

*Grain Dealers Journal:* In regard to the controversy between the Peoples Grain & L. S. Co., Lincoln, Nebr. and a Kansas City dealer regarding the interpretation of a carload, it is my opinion that the buyer of the car in question is obliged to settle on the actual contents of the car shipped.

I believe that the shippers of this car were within their rights when they loaded same under the American Railway Ass'n. ruling which is now in effect permitting 80M capacity cars to be loaded gross, tare and net not to exceed 132,000 lbs., that the average tare of an 80M capacity car is 38,000 lbs. to 45,000 lbs., and assuming 40,000 lbs. tare on this car it would give a net load of 92,000 lbs. or 700 lbs. less than the amount actually loaded.

I feel as you do that the grain trade in general is using a very indefinite term in their trade transactions when specifying "a carload." It has been my idea that the trade rules should specifically provide for a certain weight to be used in settlement of controversies arising in this connection. It could be provided that on wheat or corn 80M capacity cars should provide for 88,000 lbs. and on oats probably 70,000 lbs., or whatever weight would comply with the requirements of the carriers.

The custom that is now practiced in handling capacity cars will continue to lead to confusion and controversies and I believe this matter should be called to the attention of the Grain Dealers National Ass'n and all Exchanges for an agreement on stipulated amounts as to the carload of each commodity. Yours truly, Moore-Seaver Grain Co., H. C. Gamage, Treas., Kansas City, Mo.

## Closing the Exchanges Would Not Stop Speculation.

*Grain Dealers Journal:* Newspapers devote much space to reports that midwest congressmen propose to stop speculation in grains. It is assumed that the movement is to be directed against organized speculation as conducted on grain exchanges, for the congressmen themselves must know that it would be utterly impossible to move the grain crops of the country without speculation of some kind.

Under existing conditions, with the futures market functioning properly, the elevator man may hedge his grains. In other words, just as soon as he has bought grain from the farmer, he may sell it for future delivery in the pit at the terminal market. In this way, the elevator man's risk, or speculation, is eliminated. The elevator man still owns the grain and will continue to own it until it is shipped to the terminal and disposed of, but the professional speculator owns the risk.

If there were no organized speculation, and

therefore, no futures market, the elevator man after buying the grain from the farmer would have on his hands an out and out speculation from the time he bought the grain in the country until it was shipped to the terminal market and sold. His chances for loss during this time would be enormous, and in order to protect himself against such losses, he would simply pay the farmer less for the grain than he is able to pay under present marketing conditions. This is merely one of the many useful services performed by grain exchanges, by the futures market, and by organized speculation.

We now have a free open market in which the world's buyers and sellers meet on equal ground. Should the futures market be destroyed, the business of marketing grain doubtless would resolve itself into a gigantic combine.

In the futures market, no one is compelled to speculate who does not wish to speculate. Without a futures market, everyone who handled grain would be compelled to speculate.—L. L. Winters, Chicago.

## American Corn Millers Meet.

The American Corn Millers Federation held its annual convention in the Congress Hotel, Chicago, on Dec. 6 and 7. With the exception of the papers read by the pres. and sec'y the meeting was but an informal round table discussion of the problems confronting the corn milling trade.

Pres. W. N. Adams, Arkadelphia, Ark., read an address on cost financing in which he said

Now that the war is over and the country is in the midst of a huge program of reconstruction along both economical and industrial lines, the introduction of proper cost methods backed by a sound organization will enable the manufacturer to intelligently meet his problems as they come.

The grain department of our business operates a corn plant, flour mill, elevators, a mixed feed plant and a mixed flour plant, and we use the process method of cost finding. In order to determine the cost of material and direct labor for an operation it is only necessary of course to be able to account in weight for all material put thru the mill. We keep weight balances just as we keep cash balances. This means that accurate weights must be obtained at different stages of the operation, these stages to be best determined by the plant for which the system is devised.

No part of a modern industrial organization is of greater importance than cost accounting, at the same time there is perhaps no part regarding which so little is generally known.

Sec'y T. M. Chivington, Chicago, Ill., in his address outlined the work of the Ass'n during the past year. Speaking of the petition recently presented to the U. S. Shipping Board asking for a revised differential on corn milled products and of the possibilities of corn product sales in other countries Mr. Chivington said in part:

If the U. S. Shipping Board grants our petition for equal ocean rates for corn milled products and wheat flour, we will have to join with other interests to maintain that 5c differential over grain because of the powerful influences that will be brought to bear upon the board to increase the differential. That there must be export business in corn goods to relieve the domestic markets is too well understood to require comment.

Corn millers have never sought the assistance of the U. S. Dept. of Commerce in the development of our export business. The sec'y plans to take immediate steps to develop the assistance of this department in the broadening of our corn product markets.

**Canadian Tariff Against Corn Products**—Chas. A. Wernli, Le Mars, Ia., called attention to the discrimination against corn millers in the recent Canadian tariff laws which are supposed to be based upon a reciprocal understanding between the two governments. He showed that corn or cracked corn could be shipped to Canada without duty, but the tariff on corn meal was 25¢ per barrel and when ground finer into corn flour the duty was 17½ per cent ad valorem. He said that Canadians liked corn milled products but it was difficult to overcome this handicap. The Legislative Committee was instructed to investigate this condition.

**Hominy Feeds**—Chas. A. Krause, Milwaukee, Wis., urged upon members of the Federation the importance of having fixed standards for hominy feed. He illustrated the importance of this by citing instances where the value of

hominy feed had been materially lessened by carelessness on the part of operators. The point was brought out that because hominy feed was considered as an offal instead of a product of a corn mill, indifference to the importance of keeping up a standard of excellence was apparent in the operation of many modern mills.

In the discussions which followed it was explained that the effect of putting such hominy feed on the market was injurious to the industry, for while its quality may not have suffered, its appearance created a suspicion of inferiority on the part of the dealer and feeder.

It was also brought out that various state experimental feeding tests had shown conclusively that hominy feed is superior to whole corn in the feeding of hogs and if a standard of excellence was maintained by all corn mills this feed would increase in popularity. It was the consensus of opinion that there should be a standard for hominy feed.

Col. Asher Riner, Wilkes Barre, Pa., reviewed his experience in efforts to eliminate the forward selling practice in the East years ago.

Col. Asher Miner, and Ernst Knefner and Chas. A. Krause, also spoke of the importance of export trade in corn milled products. It was said that the French government was milling a so-called corn flour.

It was brought out that corn milling was practically the only line of business that had not suffered from cancellation of orders and contracts up to the present time and it did not seem possible that corn millers would be so foolish as not to profit by the recent experience of others.

Before adjourning the following officers were selected to conduct the affairs of the Ass'n during the coming year: Pres. W. N. Adams, Arkadelphia, Ark.; vice-pres. T. R. Hillard, Wilkes Barre, Pa.; vice-pres. J. W. Morrison, Lexington, Ky.; sec'y T. M. Chivington, Chicago, Ill.

The petition presented to the U. S. Shipping Board by corn millers asking that ocean rates on corn milled products be reduced and referred to by Sec'y Chivington in his address follows in part:

We request that the finished products of corn be given an ocean rate differential of not exceeding five cents per one hundred pounds over the rate on corn from United States ports to United Kingdom ports.

With the largest corn crop ever known now maturing, the opportunity for broadening the market for corn products milled in the United States is presented, if we are permitted to enjoy a fair ocean rate. On the contrary, if the present differential is maintained by the United States Shipping Board, we will be barred from United Kingdom business.

The present differential of twenty-five cents per one hundred pounds on American milled corn flour, corn meal, and grits over whole corn, amounts to a tariff wall in favor of the United Kingdom corn miller, practically sufficient to cover the cost of milling operations.

## Export Grain Exempt from Transportation Tax.

"The application of the transportation tax to grain destined for export" was the subject of a recent discussion between representatives of the Internal Revenue office and James C. Jeffery, representing the exporters on the Chicago market and the Grain Dealers National Ass'n.

Previous to the discussion when any export grain stopped for conditioning of any kind that grain was no longer considered an export. Consequently the shipper had to pay a tax on the transportation of that grain to the point of conditioning. Following Mr. Jeffery's discussion Internal Revenue Commissioner Williams sent the following order to all port collectors:

"Export grain from interior points placed in elevators at port of export primarily for the purpose of loading into vessels, or for storage awaiting cargo space, does not lose its export character if as in incident thereto it is cleaned, dried, graded, mixed, or sacked, and there is continuous transportation from interior point to port of export. It is held exempt from tax. Such grain, however, placed in elevators for the purpose of accumulating in quantity for subsequent sale to exporters, or for grading, mixing, etc., prior to sale to exporters, is subject to the transportation tax." Advise transportation agencies accordingly."

To date the Internal Revenue office has not stated whether or not this new opinion would be retroactive.

# The GRAIN DEALERS JOURNAL.

## The Farmers' Strike

### Want \$2 for Wheat; \$1 for Corn.

Oilton, Okla., Dec. 6.—We can handle all the grain offered by farmers but they refuse to sell at present prices. About 80% of the corn is still in farmers hands. We believe they would sell their corn if offered \$1.00 per bu. and wheat at \$2.00 per bu.—Henryetta Mill & Elvtr. Co.

### Refuse to Accept Present Prices.

Cape Girardeau, Mo., Dec. 8.—While it is not an organized strike, farmers are refusing to accept present prices unless financial difficulties force them to do so. There has been very little corn sold due to the prices. They will sell corn at 85c per bu. but want \$1.00 per bu. the cost of production.—First National Bank.

### Farmers Holding Average Amount.

Mooreland, Okla., Dec. 7.—There is about 33½% of the grain in this locality being held by the farmers. As our crop was light this year, this just about equals the amount that is held each year by those who can afford to do so. Most farmers think that \$2.00 per bu. for wheat is a fair price and we think most of them would sell at that figure.—Crawford & Bailey.

### Farmers Waiting and Watching.

Maitland, Mo., Dec. 7.—The Farmers Strike exists only in the minds of a few agitators, although practically all the farmers in this locality are holding their grain to ascertain the outcome of the strike. We are prepared to handle all offerings of grain. There is probably 100,000 bus. of wheat, 20,000 bus. of oats and 75,000 bus. of corn. This is merely an estimate but it is not far out of the way. There are a few farmers who have set a price of \$2.00 on their wheat, .70 on oats and .75 on corn.—Nodaway Valley Farmers Elevator Co., R. C. Hunter.

### More Feeding Than Usual.

Cherokee, Ia., Dec. 8th.—I think the farmers are not on a strike. They are not selling anything or even offering to sell. They are busy and haven't time to haul even if the price was higher. Of course they will not be free sellers of their grain at present prices as every bushel they sell shows a loss. They have sold a lot of grain. I do not know how much of each kind of grain they still have on hand, but have most of the corn with the exception of what they have fed and I think that there is more feeding here than usual. They have moved a lot of oats.—Geo. A. French.

### Holding 500,000 bus. for More Money.

Lamar, Mo., Dec. 7.—Farmers are not inclined to sell wheat at present prices. We are accepting all farmers offer for sale. I believe they would sell quite freely at \$2.50 per bushel for wheat, but they hesitate to sell for less money and will hold for further developments. There are about 150,000 bushels of wheat in farmers hands in this county; about 150,000 of oats; and about 200,000 bushels of corn. Farmers are not inclined to sell many oats under forty cents per bushel and corn at sixty cents per bushel.—Thomas Egger.

### Grain Business Duller than Ever.

Loup City, Nebr., Dec. 6.—The farmers are holding on to all their grain, and the only grain that we are receiving at any of our ten elevators is just an occasional load. Our farmers are not satisfied with present prices for grain which is below production cost and unless prices have a good advance we believe they will not be disposed to market any of their grain for sometime to come. We are in position to accept offerings of all grain from the farmers. Empty cars are a drug and are being stored by our railroads. About 10% of the wheat is left in the farmers hands, all of the corn crop, 50% of the oats, and about 15% rye, and the only thing that is retarding the marketing of this grain is the price. We are offering today for No. 2 hard wheat \$1.50, No. 3 corn 55 cents, No. 3 white oats 40 cents, No. 2 rye \$1.15, but even these prices bring out no grain. We believe our farmers would accept \$2.00 for wheat, 75 to \$1.00 for corn, and 60 cents for oats. We have never seen the grain business so dull as it has been the last three or four months. The merchants in our territory are only buying flour in small quantities, the farmers have laid in no stock of flour, and the information we have from our local mills is that their stock of wheat is very low. Farmers to whom we sell flour in lots of 25 to 50 sacks along in August or September

each year, are buying only single sacks as they need them.—Taylor-Harden Grain Co., by I. C. Harden.

### Will Hold Oats for 50 and Corn for 75 cts.

Tama, Ia., Dec. 6.—Farmers are very backward in selling grain. They seem to think they should get 50c for oats and 75c for corn. They will hold out for these figures as long as they can.—N. S. Beale & Son.

### Holding for \$2.00.

Chillicothe, Mo., Dec. 7.—There is 65% of wheat, 75% of oats and 10% of corn of the 1920 crop sold in this section. Farmers are holding for higher prices. I think they would sell freely at \$2.00 per bu. for wheat and 75c per bu. for corn.—J. T. Milbank.

### 60 cts. Will Move 200,000 Corn.

Waterloo, Nebr., Dec. 7.—The farmers in this locality are holding their corn for from 60 to 75c per bu. Most of them are willing to sell when they can get 60c per bu. I think there will be about 200,000 bus. of corn come to this town.—L. B. Gilbert, Waterloo Elvtr. Co.

### Farmers Protesting Present Prices.

Stockton, Kans., Dec. 6.—All the farmers here are protesting against the present prices as being too low. We can handle all the grain offered by farmers. About 60% of the wheat is still held by farmers. Some would sell for \$2.00 per bu. while others insist upon \$2.50 per bu.—W. H. Morrison.

### Sell Only When Compelled.

Emmetsburg, Ia., Dec. 6.—The farmers in this territory refuse to sell at present prices, except a very few who must sell for financial reasons. We are in a position to accept all offerings. Most farmers express a willingness to sell oats at 50c per bu. and corn at 75c per bu.—Emmetsburg Farmers Co-op. Co.

### Willing to Sell at \$2.00.

Jefferson, Okla., Dec. 6.—Grain in farmers hands Dec. 1st is, wheat 50%, corn 90%, oats 50%, kaffir 90% and maize 90%. We are in a position to handle all grain offered. Farmers are willing to sell wheat at \$2.00 per bu., corn at \$1.00 per bu. and kaffir at 75c per bu.—The Grange Co-op. Ass'n.

### Strike Exists Only in Mouths of Agitators.

Bunker Hill, Ind., Dec. 4.—The farmer's strike exists only in the minds of the agitators. We can accept all offerings of farmer's grain. There remains in the farmer's hands 80% of the corn, 30% of the wheat, and 40% of the oats. Farmers will sell corn at 75c per bu., wheat at \$2.25 per bu., and oats at 60c per bu.—Fred B. Cohoe.

### Willing to Sell at Higher Prices.

Waverly, Nebr.—Farmers are against present prices. They want cost of production plus a profit. The main trouble is that everything else is so high while farm products are so low. We are in a position to handle all grain offered. About 40% of the wheat and all of the corn remains in hands of the farmers. Farmers seem willing to sell at higher prices, but no price is mentioned.—R. E. Reitz, Reitz Grain Co.

### Half Wheat Crop Held in Strong Hands.

Cashion, Okla., Dec. 6th.—The withholding of grain from the market by farmers is, to a great extent, a reality. We are in a position to accept all offerings of grain in our territory. Forty to fifty per cent of the wheat is unmarketed and it will take a higher price to move most of it. From \$2.00 to \$2.50 will have to be paid to move much of it before next June as it is mostly in strong hands. Practically no other grains have been marketed at this point so far.—Farmers Exchange, T. G. Abercrombie, Mgr.

### Holding as a Protest Against Low Prices.

Columbus Jct., Ia., Dec. 7.—Farmers are holding grain on account of present low prices. About 20% of the wheat and 50% of the oats remain in farmers hands. We are able to handle all grain that is offered. Farmers want \$1.00 per bu. for corn but some would move at 75c per bu.—Weber & Huston.

### Roads in Bad Condition.

Ord, Nebr., Dec. 6.—There is nothing to the farmer's strike in this territory. We can handle all the grain raised here except pop corn. There is no wheat here, very little oats, but the corn is still in farmers hands as there has been none sold thru the elvtr. so far this fall. There would be a free movement of corn at

75c per bu. but our roads are in such bad condition now that there could be no deliveries at any price.—W. J. Newton, Agt. Barstow Grain Co.

### Holding Nothing But Wheat.

Patoka, Ill., Dec. 4.—There are several farmers still holding their wheat for \$2.00 per bu. There is about 4,000 bus. around this locality but that is the only grain being held.—Geo. J. Wasm, mgr., Patoka Farmers Co-op. Elvtr. Co.

### Will Sell Surplus at Present Prices.

Kendallville, Ind., Dec. 6.—We are able to handle all grain offered to us at this time. Farmers still have 90% of oats and 90% of corn. Our wheat crop was a failure. Farmers will sell what they do not need for feed at the present prices.—Campbell & Co.

### Would Sell Corn at 70 cts and Oats at 50.

Dillsburg, Ill., Dec. 4.—We are in a position to accept all grain offered by farmers. Farmers still have 75% of oats and 100% of corn. I believe they would sell corn at 70c per bu. and oats at 50c per bu.—E. E. Stribbling, mgr. Dillsburg Co-op. Grain Co.

### Using Own Judgment.

Winnetoon, Nebr., Dec. 5.—There is no farmer's strike here, they are using their own judgment. We are able to accept all offerings of farmers grain. There is no wheat left in farmers hands, about 50% of the oats and all the corn. Farmers do not state just what prices they want, but it is evident that higher prices is what they are looking for.—Seth Jones.

### Expecting 75 cts for Corn.

Oakland, Nebr.—There is nothing doing on the farmer's strike here. We are able to handle all the grain farmers offer. There is about 5% of the wheat, 40% oats and 100% corn still in farmers hands. Farmers are expecting 75c per bu. for corn, f.o.b. Oakland.—Swanson Grain & Coal Co.

### Will Sell Oats at 50 cts; Corn \$1.00.

Berne, Ind.—There is nothing to the farmers strike here. It is only newspaper dope. We can handle all grain offered by farmers. Farmers still have 5% of wheat, 100% of corn and 80% of oats. They would accept 50c for oats and \$1.00 for corn per bu.—Berne Grain & Hay Co.

### Willing to Sell.

Putnam, Ill., Dec. 6.—There is no farmer's strike in this locality. All grain offered by farmers can be handled by us. Farmers are holding 50% of wheat, 75% of oats, 5% old corn and 100% of the new corn. They have expressed a willingness to sell at higher prices but have stated no definite price.—Putnam Grain Co.

### Large Feeding Demand for Corn.

Lebanon, Ind., Dec. 6.—Farmers are not disposed to sell at this time but there is no strike. All grain offered can be handled by us. Wheat is all sold, oats 50% sold. Corn is not all husked and but little of it sold. There is a large feeding demand now and farmers want higher prices, most of them being able to hold.—Boone Grain & Sup. Co.

### Holding on Account of Low Prices.

Cedar Rapids, Ia., Dec. 7.—We do not know of any organized farmer's strike, but they are holding for higher prices. We can handle all grain offered us by farmers. All the grain is being held by farmers on account of low prices. While none have stated they would sell at higher prices, we believe that \$1.00 per bu. for corn and 75c per bu. for oats would be accepted.—Jackson Grain & Mill Co.

### Hesitate to Sell Below Cost.

Loda, Ill., Dec. 4.—There has been no organized strike around this locality nor anything in the nature of a strike. Each farmer is doing his own thinking and they feel at present that prices are so far below the last season's cost of production that they cannot sell without a loss, so they are not selling. Any grain that is offered by farmers can be handled by us. While no one has definitely stated a price on corn and oats I believe that corn could be sold at 75c per bu. and oats at 55 to 60c per bu.—P. Campbell, Loda Farmers Co-op. Grain Co.

### Receipts Light Since Oct. 1.

Bridgewater, Ia., Dec. 5.—I do not consider the farmers as strikers in the real sense of the word. They simply refuse to sell grain at prices below actual cost of production. We can handle any grain that is offered to us. Since the first of Oct. we have taken in only two small cars of oats, one car of barley, 200 bu. of wheat and 100 bu. of corn. There is still in farmers hands 75% of oats and 100% of corn. The other crops do not amount to anything in comparison. I believe that 50c per bu. for oats and 75c per bu. for corn would

start the grain to moving freely.—Z. Steele, mgr. Farmers Co-op. Co.

#### Holding Corn for \$1.00; Oats 60 cts.

Muncie, Ill., Dec. 7.—There is about three-fourths of the corn yet to be moved and farmers are not willing to take the present price. Think they will sell around \$1.00 per bu. Farmers all holding oats for 60 to 70 cts. per bu. about one-half oats crop yet to be moved.—Muncie Farmers Co-op. Elev. Co., Laurel Truman, Mgr.

#### Selling Only to Meet Obligations.

Shannon, Ill., Dec. 7.—Farmers here are not selling their grain at present prices, with the few exceptions of those who have obligations to meet. They state that they cannot sell corn at less than \$1.00 a bushel without a loss and oats at 60c per bushel without a loss. Very little wheat is raised here and what they have farmers are asking \$2.00 a bu. for.—J. B. Becker, mgr. Shannon Grain Co.

#### Only 40% of Crop in Farmers Hands.

South Bend, Ind., Dec. 7.—The "Farmers Strike" in this section is only newspaper propaganda. We are able to accept all offerings made by farmers. Our opinion is, that only 40 per cent of the grain remains in the farmers hands. A number of holders have expressed a willingness to sell at higher prices. They are looking for, at least \$2.00 for wheat, \$1.75 for rye and 50c for oats.—Pears-East Grain Co., by W. J. East.

#### Willing to Sell at \$2.

Haviland, Kan.—The so called "Farmers Strike" in this neighborhood is against accepting present prices though farmers are not well organized. Farmers here are only selling when they are compelled to get money. We are in a position to accept all kinds of grain. The majority of the farmers here would be willing to turn lose their wheat for \$2.00. For corn most of them would be satisfied with 75c.—Lindley C. Binford Grain Co.

#### Holding Corn for 75 cts.

Belmont, Ill., Dec. 4.—The farmers of our community seem well entrenched behind the idea of holding their grain at present levels. Particularly so of corn and oats. Not much wheat to move. Our elevator is comparatively idle for this season of the year, due largely to the holding movement. Our opinion is that corn will move quite freely when prices advance to allow the farmer something like 75 cents per bushel for his corn at loading stations.—B. French and Sons.

#### Wheat Holders Do Not Have to Sell.

Ray, Ind.—We have no agitators or strikers here but nine out of ten farmers who have wheat to sell will not sell at present prices. We bought only 590 bus. of wheat in Nov.

We are in position to accept all offering of farmers grain. About 30% of the wheat, 30% of oats and 90% of corn is still in the farmers hands.

Some farmers are willing to sell at \$2.00, but it will take as high a market as we had during harvest to pull the rest. Remember the farmers that have the wheat now don't have to sell. Most of the corn and oats are used for feed.—Tri-State Co-operative Ass'n, By Ben H. Wilson Mgr.

#### Building More Bins on Farms.

Cornell, Ill., Dec. 6.—There is no organized farmers strike here. Each individual farmer is holding his produce, refusing to take present prices, which are below actual cost of production. Only those having financial obligations are selling. There is 95% of 1920 corn crop and 10% of 1919 corn crop and 80% of the 1920 oat crop still on the farms and many country elevators are full. We are in a position to accept all grain offered if cars can be obtained in the future as the last few weeks. Corn at \$1.00 per bu. and oats at 75c per bu. will start the grain to moving. Farmers are building more and more bin room on their farms and will hold grain until prices insure a profit.—Jas. E. Leetch, mgr. Cornell Co-op. Co.

#### Not Disposed to Sell.

Anthony, Kans., Dec. 6.—The farmers are very much indisposed to sell wheat at present levels, and it appears from receipts at our elevators that they are succeeding very well in withholding their crop from market. We are in position to accept offerings from farmers, but are not securing very much—C. S. McGinnies, Manager, The Anthony Mills.

#### Will Not Sell at Present Prices.

Kinsley, Kan., Dec. 6.—The so-called farmers strike seems to exist here as farmers will not sell a bushel at the present prices. But I believe if the price was to get up to about \$2.10 K. C. there would be lots of wheat moved. We have been in a position to handle wheat at all times except about two weeks in August.—The Gibson Co-op. Co., per H. E. Hartnett, mgr.

#### Half of Crop Still in Farmers Hands.

Hugo, Okla., Dec. 6th.—Farmers are holding their grain for higher prices and will not consider present market prices.

We are in position to accept all grain farmers have to offer. The largest portion of this year's crop is still in the farmers hands.

Farmers are holding corn for \$1.00 per bushel on the ear.—Hugo Milling Co., by L. M. Lundgaard, mgr.

#### Holding 35% of the Crop.

Marshall, Mo., Dec. 7th.—The farmers in this section of the country are holding about 35% of their crop. We are in a position to receive all offerings of grain.

The corn crop is just beginning to move, but our farmers are not selling freely. We are paying 60c per bushel. We believe we would have a good movement of grain if we were in a position to pay 75c per bushel for corn and \$2.00 per bushel for wheat.—Rea & Page Milling Company, per W. G. Rea.

#### Prices Below Cost of Production.

Beardstown, Ill., Dec. 6.—At all our elevators we have handled very little grain during the past two months. Farmers are holding back on account of prices being too low. Corn, we all know, is below the cost of production. Wheat at \$1.50 per bushel can be produced profitably, but the farmers are not willing to accept this price unless they have to. We believe that if the market shaped itself so as we could pay the farmers \$2.00 per bushel for wheat that quite a lot of it would move.

Practically 50% of the old wheat crop is still in farmers hands in this section. There is, also, approximately 750,000 bus. of old corn left in Cass County alone. There has been no new corn moved.—Schultz, Baujan & Co., by E. E. Schultz.

#### Bad Roads Prevent Deliveries.

Claflin, Kans., Dec. 6.—The Farmers Strike in this section is a myth. There are always some farmers who are dissatisfied with existing prices for wheat and hold their grain for higher prices, but so far as we know there is no organized attempt to force prices up in our territory. We are in a position to accept any grain that comes and have been getting some in, but at present the roads are in such condition that our farmers could not haul if they wanted to. We have been having a great deal of rain, but the weather remains warm for this time of year, which is very nice for our growing wheat for it will go into winter in fine shape. We should say that possibly 65% of the wheat remains in the farmers hands. Very little grain other than wheat is raised in this vicinity.—The Universal Mill & Elev. Co., per J. W. Stout, ass't mgr.

#### Refuse to Sell for Less Than \$2.

Franklin, Ind., Dec. 4.—Have not received a single load of wheat for the last ten days to two weeks.

The farmers are absolutely refusing to accept less than \$2.00 per bu. for their wheat and of course we cannot pay this price on basis present market.

We are in position to accept any and all kinds of grain from the farmers, but we find them very slow to accept present prices on wheat, corn and oats.

We find the car supply very satisfactory and would be glad indeed to have more business from the farmer. We do not believe we will get much corn until we can pay the farmer 75 to 80 cents and this looks like some ways off.—W. W. Suckow, Pres. Suckow Milling Co.

Arkansas City, Kans., Dec. 6th.—The farmers in this particular locality have been holding their grain awaiting higher prices. Some have expressed a willingness to sell their wheat at \$2.00 per bushel, but as is usually the case when the market is advancing, there is little wheat moving. It takes a decline to bring it out. Considerable wheat still remains in the stacks and also in the farmers bins.—New Era Milling Co., R. C. Snowden, Pres.

#### Holding Wheat for \$3.00.

Schell City, Mo., Dec. 8.—Virtually all the grain in this section is still in farmers' hands. They are holding the wheat, hoping to get \$3.00 per bu. for it, which is cost of production.—Farmers Co-op. Ass'n.

#### Rents and Interest Charges Eating Up Farmers Receipts.

Millbrook, Ill.—It is almost impossible to get any grain. The only reason farmers are selling is to get money to pay the interest on their farms or on their leases. We shipped the first ears of oats today Nov. 30, since Oct. 22. Many farmers paid high prices for their land when grain was high. With the prevailing low prices of grain interest charges and rents are practically eating them up.—A. J. Whitfield, mgr., Millbrook Farmers Elevator Co.

#### Farmers Holding Wheat as Usual.

Terre Haute, Ind., Dec. 4.—The so-called Farmer's Strike is not in evidence, so far as we can see, in this locality.

We are in position to accept all offerings of local wheat as usual, and do not buy other grains.

It is almost impossible to tell how much wheat or other grains remain in farmer's hands, but our opinion is that the proportion of wheat crop remaining is rather more than usual, owing to very many reasons.

There is some holding for higher prices as usual, which is always the case in this section. Many of our producers always hold until spring, and are doing so this year. They will try to sell at the best price they can over the next six months.

The situation around here we think is quite normal—producers are disappointed at the decline.—Sparks Milling Co., W. L. Sparks, V. P.

#### Farmers Disposed to Hold.

Portland, Ind., Dec. 4.—There is no apparent "Farmers Strike" here, but there is a general belief that the market will advance and farmers are disposed to hold. Most of them are able to do this and we do not expect a free movement of grain from farmers for sometime to come.

We doubt if a rally in the market soon would induce the grower to sell, but on the contrary, since he has entered the holding game, the advance would only act as a tonic for him to hold still longer.

When other commodities which the farmers are obliged to buy, reach lower levels and he gets more accustomed to the changed conditions, he will commence to market his grain.

We are and always have been prepared to receive all offerings of grain from our farmer customers. Not once during the car shortage of last harvest did we turn away a single load.

Grain in farmers hands in this section, we would estimate as 220,000 bus. of oats, 30,000 bus. of wheat, 5,000 bus. of rye.—Haynes Milling Co.

#### Farmers Holding for Some Time.

Bridgeport, Ill., Dec. 8th.—The farmers' so-called strike is almost a reality in this locality, as there is very little grain coming to market now, nor has there been for some time. The farmers here seem determined to have a fair price for their grain, else they won't sell. We are prepared to receive as much as is likely to be offered in this locality. I think that about one-fourth of the wheat, about one-half of the oats and practically all of the corn is yet in the farmers' hands. They call for dollar corn.—Cooper Elevator Co.

#### Have Borrowed \$1.75 Per Bushel.

Rugby, N. Dak., Dec. 8.—As near as we can arrive at the figures we should judge there is approximately 60% of all the grain in the farmers' hands.

The farmers are not selling anything at the present time and we believe that they will hold the grain until the market has recovered sufficiently so that they will at least break even. Should the market reach \$2 they would be willing to dispose of their holdings. We understand that a good many of the farmers have borrowed from their local banks as much as \$1.75 per bushel on their wheat and the banks are holding the storage tickets and inasmuch as the grain has declined below the amount they advanced they are obliged to wait for higher prices in order to break even on the transaction. We also note that some of the line houses have been giving the farmers the same privilege when the market declined and immediately closed them out. This is causing considerable hard feeling among the farmer elements.—The Rugby Milling Co., F. A. Adamek, Mgr.

# The GRAIN DEALERS JOURNAL

## Grain Movement

Reports on the movement of grain from farm to country elevator and movement from interior points are always welcome.

### ILLINOIS.

Freeport, Ill., Dec. 9.—Grain trade in this section of the state continues very light. We have done about one fourth as much business since harvest as we did a year ago in the same period. There should be a good grain business some day when the farmers decide the price is satisfactory.—H. A. Hillmer Co.

### INDIANA.

Summitville, Ind., Dec. 1.—Farmers are holding their corn. A large percentage of the oats are still in the farmers hands.—G. F. Gerrell, mgr. Gordon Grain Co.

Newport (Cayuga p. o.), Ind.—We find 30% of the new corn damaged by frost. Many farmers are cribbing corn for a better price—National Elevator Co., per D. P. Williams, agt.

Brookville, Ind., Dec. 8.—Very little grain has been moving since the big decline. Farmers refuse to sell at these prices and most of them want \$2.40 to \$2.50 for wheat and 75 cents to \$1 for corn. The elevators are in a position to accept everything offered them.—Charles S. Masters.

### IOWA.

Centerdale, Ia., Dec. 8.—They are actually holding to the grain.—Farmers Exchange.

Ute, Ia., Dec. 4.—There is no movement of grain to market on account of the low prices.—Farmers Elevator Co., C. W. Harkins, mgr.

### KANSAS.

Varner, Kan., Nov. 29.—Farmers holding last year's wheat as to it were a question of life and death.—M. A. Richardson.

Dodge City, Kan., Dec. 1.—Business is slow, due to the farmers holding their wheat. We think a steady market should bring them out.—Joe Fleming.

Ellinwood, Kan., Dec. 8.—The general rains have left the roads in bad condition. No wheat nor corn is being delivered. Farmers are withholding still and tax-paying time is approaching.—G. W. K.

### MONTANA.

Lewistown, Mont., Dec. 26.—Ranchers are holding considerable wheat awaiting better values.—P. Brown, pres. P. F. Brown Co.

### NORTH DAKOTA.

Stanton, N. D., Dec. 6.—Grain is moving very slowly at present. About 40% of the wheat has been sold. Very little rye for sale in the northwestern part of this state.—George Boopple.

### Exports of Grain Weekly.

[From Atlantic and Gulf Ports, In Bus., 000 Omitted.]

	Wheat.	Corn.	Oats.	1920.	1919.	1920.	1919.	1920.	1919.
July 10	5,771	3,851	35	23	800	1,617			
July 17	8,556	3,893	89	93	322	757			
July 24	6,990	1,112	157	45	1,006	1,142			
July 31	7,033	3,067	43	9	867	2,319			
Aug. 7	6,375	3,651	52	74	353	891			
Aug. 14	7,220	2,620	102	44	1,584				
Aug. 21	6,919	4,445	63	67	46	2,141			
Aug. 28	11,283	6,072	122	264	134	1,576			
Sept. 4	6,425	3,848	9	118	52	1,474			
Sept. 11	8,203	7,475	55	42	130	1,411			
Sept. 18	10,302	6,343	67	148	50	1,358			
Sept. 25	10,572	4,690	76	29	116	557			
Oct. 2	7,476	5,917	75	33	112	1,442			
Oct. 9	7,427	2,485	297	28	186	1,007			
Oct. 16	9,345	2,830	323	18	223	1,184			
Oct. 23	7,985	2,920	401	9	363	131			
Oct. 30	8,189	2,458	212	10	275	406			
Nov. 6	7,768	3,865	463	23	238	1,017			
Nov. 13	6,072	5,594	474	69	475	593			
Nov. 20	8,113	4,629	1,061	21	466	957			
Nov. 27	7,988	3,821	170	39	185	108			
Dec. 4	8,009	6,226	466	16	180	877			
Total since July 1	181,442	102,857	3,868	1,242	6,519	25,242			

### OKLAHOMA.

Bradley, Okla., Nov. 30.—Corn is not moving because of the low prices. Farmers are not selling much.—Thomas Rogers.

Imo, Okla., Nov. 30.—Not much wheat is moving to market at this time.—C. R. Kelly, mgr. Imo Terminal Elevator Co.

### SOUTH DAKOTA.

Badger, S. D., Nov. 29.—Farmers are not marketing grain on account of the unsatisfactory prices. Burning corn instead of coal.—E. I. Oustad.

Spearfish, S. D., Dec. 3.—Wheat receipts are very light, just about enough to keep our mills running, and if wheat continues at its present low level our wheat acreage will be reduced 40% next year.—D. J. Toomey Produce Co.

### Oats Movement in November.

Receipts and shipments of oats at the various markets during November, compared with November, 1919, were as follows:

	Receipts	Shipments	Receipts	Shipments
	1920	1919	1920	1919
Baltimore	129,966	113,631	30,000	66,798
Chicago	4,473,000	5,515,000	3,588,000	6,761,000
Cincinnati	308,000	242,000	228,000	96,000
Indianapolis	1,086,000	712,000	1,092,000	799,200
Kansas City	724,200	671,500	459,000	493,500
Milwaukee	1,420,600	2,484,040	1,486,545	1,842,036
Minneapolis	2,036,350	1,394,970	1,165,800	1,366,320
New York	670,000	.....	44,000	.....
Philadelphia	316,692	844,375	433,404	.....
St. Louis	1,918,000	2,898,000	1,659,080	2,032,345
Toledo	383,350	196,800	198,788	102,800
Wichita	5,000	15,000	5,000	10,000
Winnipeg	7,733,700	.....	.....	.....

### Rye Movement in November.

Receipts and shipments of rye at the various markets during November, compared with November, 1919, were as follows:

	Receipts	Shipments	Receipts	Shipments
	1920	1919	1920	1919
Baltimore	564,510	95,599	269,400	31,277
Chicago	215,000	270,000	105,000	308,000
Cincinnati	3,600	9,600	6,000	13,200
Indianapolis	18,200	48,750	19,600	47,500
Kansas City	135,300	33,000	73,700	39,600
Milwaukee	279,455	256,500	183,580	74,900
Minneapolis	395,920	591,240	283,990	178,740
New York	2,190,500	.....	1,713,000	.....
Philadelphia	194,928	115,595	43,008	17,465
St. Louis	20,300	21,090	2,750	23,100
Toledo	74,400	159,600	34,870	102,500
Wichita	2,000	.....	2,000	.....
Winnipeg	533,600	.....	.....	.....

### Barley Movement in November.

Receipts and shipments of barley at the various markets during November, compared with November, 1919, were as follows:

	Receipts	Shipments	Receipts	Shipments
	1920	1919	1920	1919
Baltimore	295,751	4,291	154,847	.....
Chicago	1,535,000	980,000	456,000	324,000
Cincinnati	.....	1,300	.....	53,125
Galveston	.....	.....	.....	.....
Kansas City	456,000	145,500	293,800	85,800
Milwaukee	950,175	838,380	165,510	482,260
Minneapolis	2,212,000	1,287,790	1,952,040	1,140,010
New York	740,500	.....	504,000	.....
Philadelphia	53,701	4,761	51,880	.....
St. Louis	224,000	64,000	18,040	14,980
Toledo	3,600	4,800	2,951	.....
Winnipeg	1,929,050	.....	.....	.....

THE CORN BORER in Canada is now definitely believed to have been brought to Canada about 1910 in shipments of European broom corn to a factory at St. Thomas. Only recently has the pest spread to any extent. The U. S. Dept. of Agri. announced recently that the subject of corn borer infestation in Canada will probably be brought before the next session of the Dominion Parliament.

### Coming Conventions.

Dec. 14, 15, 16. South Dakota Farmers Grain Dealers Ass'n, Sioux Falls, S. D.

Jan. 25, 26, 27. Farmers Grain Dealers Ass'n of Iowa at Fort Dodge, Ia.

June 19, 20, Wholesale Grass Seed Dealers Ass'n, St. Louis, Mo.

June 21, 22, 23, American Seed Trade Ass'n, St. Louis, Mo.

Sept. 6, 7. National Hay Ass'n at Chicago, Ill.

### Corn Movement in November.

Receipts and shipments of corn at the various markets during November, compared with November, 1919, were as follows:

	Receipts	Shipments	Receipts	Shipments
	1920	1919	1920	1919
Baltimore	925,889	140,333	572,910	.....
Chicago	3,901,000	4,851,000	5,082,000	1,996,000
Cincinnati	354,800	334,800	135,600	126,000
Indianapolis	1,555,000	1,675,000	1,162,000	1,182,000
Galveston	.....	.....	23,026	.....
Kansas City	546,250	615,000	242,500	217,500
Milwaukee	833,625	689,440	423,000	183,170
Minneapolis	961,270	710,150	443,460	297,380
New York	983,300	.....	1,250,000	.....
Philadelphia	284,807	50,606	232,624	.....
St. Louis	881,400	1,335,267	621,200	678,970
Toledo	193,750	186,250	16,869	46,431
Wichita	26,000	66,000	18,000	45,000

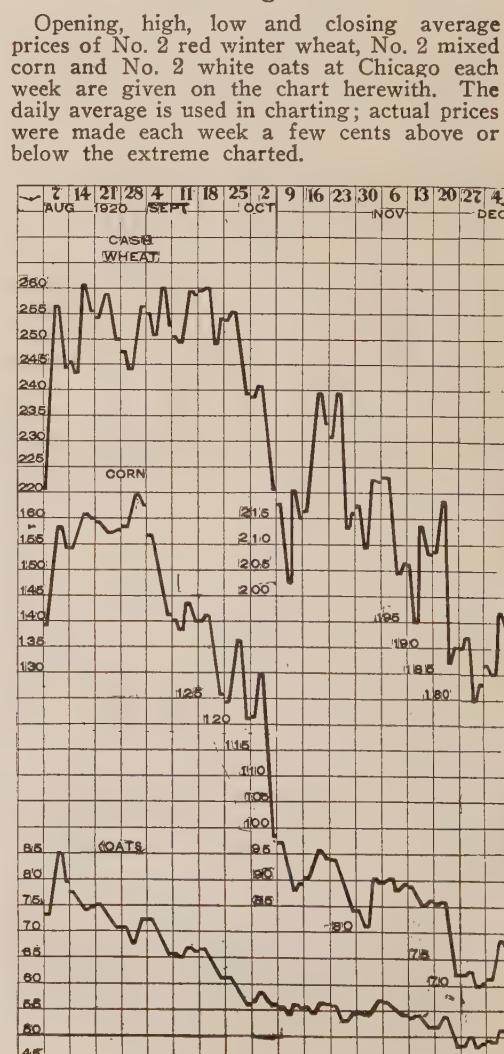
### Wheat Movement in November.

Receipts and shipments of wheat at the various markets during November, compared with November, 1919, were as follows:

	Receipts	Shipments	Receipts	Shipments
	1920	1919	1920	1919
Baltimore	2,375,615	1,553,424	2,368,648	3,730,562
Chicago	1,262,000	3,842,000	940,000	3,939,000
Cincinnati	216,000	411,400	166,800	348,000
Indianapolis	161,000	300,000	115,700	128,750
Galveston	.....	.....	4,861,233	2,514,944
Kansas City	7,508,700	8,714,250	4,800,600	4,781,700
Milwaukee	204,000	430,140	105,805	253,535
Minneapolis	14,470,840	12,124,730	4,886,810	3,088,810
New York	11,577,500	.....	7,373,000	.....
Philadelphia	3,445,048	2,382,098	2,677,145	3,183,775
St. Louis	3,320,730	3,389,478	1,762,460	2,915,780
Toledo	659,000	469,000	234,283	105,315
Wichita	1,320,200	1,344,000	760,000	850,000
Winnipeg	34,925,975	.....	.....	.....

THE PROPOSED cancellation of the existing rates of 10½ and 11 cents per hundred on grain from St. Louis, Mo., to Louisville, Ky., was suspended by the I. C. C. on Dec. 9 until Jan. 17.

### Cash Wheat, Corn and Oats Fluctuations From Aug. 2 to Dec. 4.



## Crop Reports

Reports on the acreage, condition and yield of grain and field seeds, as well as on the movement to country markets, are always welcome.

### ALABAMA.

Montgomery, Ala., Dec. 2.—Grain crops in Alabama are 25% over a normal supply and our spring needs will be less.—Capital Grain & Feed Co.

### CALIFORNIA.

Oakland, Cal.—Sacramento Valley rice has been damaged nearly 70% by the continued rains.

### CANADA.

Calgary, Alta.—The wheat crop of the province of Alberta, Canada, averaged 25 bushels to the acre, according to the latest report of the Alberta Provincial Department of Agriculture.

### COLORADO.

Elbert, Colo., Nov. 29.—There is a good crop of grain in this locality.—F. Seick.

### ILLINOIS.

Varna, Ill., Dec. 4.—The heavy rain in this locality was greatly welcomed by the farmers after the long dry spell.—E. C. G.

Springfield, Ill., Dec. 1.—Corn husking progressed slowly on account of labor shortage. Wheat is doing well, but it needs rain.—Clarence Root, meteorologist, U. S. Dept. of Agri.

Springfield, Ill., Dec. 8.—Winter wheat is doing well, and has been improved by the recent rains. Corn husking continues. Some farmers have completed this work. Yield is disappointing in many places, and there are reports of considerable sappy corn that cannot be cribbed.—Clarence J. Root, Meteorologist, U. S. Dept. of Agri.

Chicago, Ill., Dec. 7.—Lower price of wheat has reduced winter wheat acreage 3% or 1,158,000 acres. The big reductions have occurred in the lake regions where land is dear and wheat raising unprofitable. Acreage is maintained in many of the western and southwestern states. Condition of the crop is excellent. The acreage and condition, allowing for a 5% winterkill, which is an average minimum, would suggest a crop of 585,000,000 bus. This season the yield was 532,000,000 bus. December estimates, however, are uncertain. Winterkill has ranged from 1 to 33% in the past ten years.—P. S. Goodman, Clement Curtis & Co.

### INDIANA.

Summitville, Ind., Dec. 1.—Corn crop is good in this section.—G. F. Jerrel, mgr. Gordon Grain Co.

### IOWA.

Ute, Ia., Dec. 4.—Crops are fair in this district.—Farmers Elevator Co., C. W. Harkins, mgr.

### Daily Closing Prices.

The daily closing prices of wheat, corn and oats for December delivery at the following markets for the past two weeks have been as follows:

#### DECEMBER WHEAT.

	Nov. 26	Nov. 27	Nov. 29	Nov. 30	Dec. 1	Dec. 2	Dec. 3	Dec. 4	Dec. 6	Dec. 7	Dec. 8	Dec. 9
Chicago	152½	155½	156¾	156½	162	169	170¼	171	179¼	170¼	169	166½
Minneapolis	141¼	143	145	141½	148	156½	160	161½	170¼	161½	160½	158½
Duluth	145½	147½	149	146½	150	160	160	163	171	166	164½	163½
St. Louis	155¾	158½	161¼	161¾	169	176½	178¼	178½	187¼	178	179	178½
Kansas City	146	150	152½	154½	158½	166½	165½	167	174	168	166½	166½
Milwaukee	155½	156¾	156½	156½	162½	169½	170¼	171	170½	169	169	169
Winnipeg	161	163½	166½	163½	169½	176½	179	182½	189½	180½	178½	178½

#### DECEMBER OATS.

Chicago	44%	44%	45%	44½	45½	47½	47%	47%	49¾	48½	48%	48
St. Louis	45½	46%	...	47	49½	51½	51	51½	52½	52½	52½	52½
Kansas City	...	45	45½	44½	45½	48	48½	48½	50	50	49½	...
Milwaukee	...	44%	45½	44%	45½	47½	47½	47½	49¾	48½	48%	...
Minneapolis	39%	40%	40%	40	41½	43½	43½	44½	46½	44½	44½	44½
Winnipeg	50½	51½	51½	50%	51½	52½	53%	54½	55%	53%	54	54

#### DECEMBER CORN.

Chicago	65	66½	66¾	65½	68½	71½	72½	72¾	76½	73½	74½	73
St. Louis	67½	68½	70½	70	72½	75½	77	76½	78½	76½	76½	75
Kansas City	57%	59%	61	61½	62½	65½	66½	66½	70%	67½	68½	66½
Milwaukee	...	66%	66¾	68½	68½	71½	72½	72½	76½	74½	74½	...

## The GRAIN DEALERS JOURNAL.

### KANSAS.

Ellinwood, Kan., Dec. 8.—Wheat acreage about average. Wheat condition about 75%.—G. W. K.

Varner, Kan., Nov. 29.—Wheat is looking good; has a fine start and plenty of moisture.—M. A. Richardson.

Arkansas City, Kan., Dec. 6.—There is an abundant corn crop throughout this section which will be ample for all local requirements, making it unnecessary to ship corn into this territory.—The New Era Milling Co., R. C. Soden.

### MONTANA.

Lewistown, Mont., Dec. 6.—Weather conditions like September instead of December. Plowing still going on. There will be a big cut in the acreage of fall wheat. However, with better labor conditions in the spring we believe this section of Montana will seed enough spring grain to make up for the lost acreage in fall wheat.—P. Brown, pres. P. F. Brown Co.

### OKLAHOMA.

Bradley, Okla., Nov. 30. Corn is good in this section.—Thomas Rogers.

Imo, Okla., Nov. 30.—The fall crop is in good condition.—C. R. Kelly, mgr., Imo Terminal Elevator Co.

Driftwood, Okla., Nov. 30.—Crops were very good in this territory this year. A good corn and kaffir crop was raised. Wheat was fine and averaged 20 bus. to the acre. Some fields averaged as high as 45 bus.—Lee McGleason, buyer, Anthony Mills.

### SOUTH DAKOTA.

Badger, S. D., Nov. 29.—Crops are not good on account of so much rain.—E. I. Oustad.

Eagle Butte, S. D., Nov. 29.—We had some rust in the late sown wheat, but on an average had a good crop. Wheat is mostly of the durum variety and grades No. 1 and No. 2.—Eagle Butte Equity Exchange, by H. J. Fischer, mgr.

### I. C. C. Condemns Tipping for Cars.

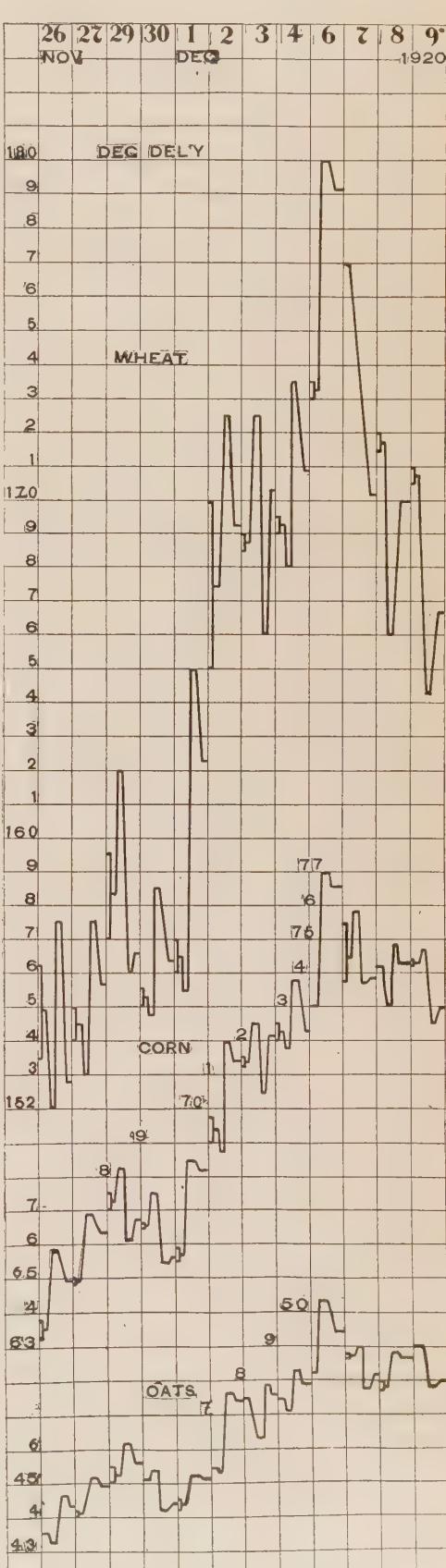
Referring to the practice of railway employees receiving tips for the furnishing of freight cars to shippers the Interstate Commerce Commission in its annual report issued Dec. 9 said:

As a result of the inadequacy of the car supply and of railroad transportation facilities generally during the last year, a practice has grown up among shippers of bribing operating employees of railroad companies in order to obtain transportation services. The demoralizing effects of this practice are far-reaching. Bribery of this character in many instances cannot be directly and effectively reached under existing laws.

The I. C. C. recommends that Congress amend the Interstate Commerce act to provide for the punishment of the shipper who offers or gives money or other valuables to a railway employee with the intent to influence the employee's action with respect to car service.

A provision providing for the punishment of employees accepting such bribes is also asked.

## Chicago Futures



# The GRAIN DEALERS JOURNAL.

## Wasteful Duplication in Federal Crop Reporting.

(From a paper by J. C. Mohler, sec'y Kansas State Board of Agriculture, read before the Commissioners of Agriculture at Chicago.)

I am strongly in favor of co-operation with the U. S. Bureau of Crop Estimates and I hope the time is not far distant when all the states will be working together with the Bureau.

While the Kansas Board has assisted the Bureau's agricultural statistician in the state in every way possible, we are not operating under the so-called co-operative agreement. We regard the co-operative agreement as unfair and inequitable. We believe that a state which has machinery for annual acreage census has a great deal more to give the Bureau than the Bureau has to give the state, and that the Bureau should recognize that by making certain concessions which will in no wise impair the efficiency of its service. What the government should have is an annual acreage census, and this is something that the states may provide. Several states are already doing so and all ought to do so.

Not in the spirit of a carping critic, but to emphasize a very great weakness and at the same time a very great need of the government's crop reporting service I shall cite some facts. In the 1909 Yearbook of the U. S. Department of Agriculture the total acreage of wheat in the United States for that year was reported as 46,723,000 acres. In the 1910 Yearbook, 49,205,000 acres of wheat were reported. In the following year, 1911, the results of the U. S. Census, as of 1909 with respect to crop acreages, were made known, and in the Yearbook of the U. S. Department for 1911 appear an entirely new set of figures for 1909 and 1910, revised, as we are told, to census basis, with the following showing: (000 omitted)

Original Yearbooks.	Yearbook, 1911.	Over- estimate.
1909 46,723 acres	44,261 (census)	2,462
1910 49,205 acres	45,681 (revised)	3,524

For at least two years the public assumed we had produced a great deal more wheat than was actually produced. Moreover, there is the very great possibility that in other years between the censuses the differences might have been even wider, for nine years of the ten it is an estimate based upon an estimate. If any one estimate was wide of the mark, all subsequent estimates would reflect the mistake. During the war our experience in Kansas showed very clearly that the changes in crops were so great that correspondents did not have an adequate grasp of their magnitude, as shown by the official assessors' returns that came later in the season, which revealed the acreage actually sowed in two or three seasons to be much greater than our long time and well-trained correspondents estimated.

In its August preliminary estimate of the yield of winter wheat in Kansas, the Bureau of Crop Estimates reported 123,600,000 or an average of 16 bushels to the acre. The State Board reported practically the same acre-yield, but gave as the probable aggregate yield 147,000,000 bushels. The percent of abandoned acreage was reported as about the same by both agencies. The difference was in the acreage, the government reporting on 7,725,000 acres harvested. Assessors returns to the State Board showed 10,553,891 acres sown, and deducting the 16 percent abandoned, left 8,865,268 acres for harvest. The public is entitled to the facts promptly, as early as they can be determined. I dare say the Government's final report of this year's Kansas wheat crop will show a much larger production than it has previously indicated. These statements are not made to convey the idea that the state report is infallible. We make mistakes and when they are discovered they are promptly rectified, but these illustrations are given simply to show that the vital thing in crop reporting is an annual acreage census, something the government doesn't have, but something that a number of states do have

and all ought to have, and they all should be made available to the Government as quickly as possible each year under a co-operative plan.

The Government proposes to furnish certain clerical help and funds, for neither of which any state is in need if it is properly supporting such work. The Government also proposes to furnish the franking privilege, an overestimated inducement inasmuch as it costs Uncle Sam just as much to carry a franked piece of mail as the other kind. The expense is merely shifted from the state to Uncle Sam. Moreover, because it is regarded as free, the franking privilege is notoriously abused. One state under the co-operative agreement, recently pointed with apparent pride to the fact that it had sent out some 60,000 wheat acreage questionnaires under frank, this saving \$2,400 postage. And in return for these inducements, the Bureau of Crop Estimates is to share the credit for the state report and give none to the states in the National report. In short, the Bureau, in my opinion, offers very little to the states that any up-to-date state crop reporting system does not already have, and also the government asks too much in the way of credit.

## North Dakota Banks Close Until Farmers Sell Grain.

The State Bank Examiner of North Dakota O. E. Lofthus after calling state bankers into conference this week said:

In my opinion the financial situation will not be relieved until the farmers begin to sell grain. Only when the farmer begins to liquidate his debts will the banks be able to meet their obligations. The constant drain on the banks, created by the refusal of the farmers to sell, is depleting their reserves, necessitating the closing of the banks.

Mr. Lofthus has confidence that many of the closed banks will be reopened, stating that their assets are good and that they will be realized on as soon as the farmers begin to sell grain.

## New Ruling on Demurrage Tax.

The Treasury Department in T. D. No. 3096, issued Nov. 29, reverses itself as to the tax to be paid on demurrage, which carried to a logical conclusion, will compel the railroad companies to present undercharge statements to shippers who have paid demurrage bills from May 26 to Nov. 27.

It is hoped that the Sec'y of the Treasury can be persuaded to abrogate this retroactive effect.

The new ruling in full follows:

"Treasury Decision 3022 is hereby revoked so that Article 2 and Article 51 of Regulations 49 Revised, will be as follows:

Art. 2. Transportation.—The word "transportation" as used in Title V of the act, means the movement of persons and property by a carrier, including all services and facilities rendered, furnished, or used in connection with such movement by or on behalf of a carrier. It includes receipt, delivery, elevation, transfer in transit, ventilation, refrigeration, icing, storage, demurrage, towage, lighterage, trimming of cargo in vessels, wharfage, handling of property transported, feeding and watering live stock, and all other incidental services and facilities. It does not include cartage or passengers' meals or hotel accommodations.

Art. 51. Storage Charges.—Amounts paid for storage if a part of transportation are subject to tax. Storage after delivery to owner is not a part of transportation. Storage by or in behalf of a carrier furnished to a shipper on receipt of his goods for shipment, or storage by or in behalf of a carrier at destination before delivery to owner, whether in outside warehouse or otherwise, is a part of transportation and subject to tax. However, where the consignee has been notified of the arrival of a shipment at destination and fails to remove it within a reasonable time after such notification, the transportation is considered as having ended after such reasonable time and charges for storage thereafter are not subject to tax."

While this latest reversal may disturb many shippers, they can find much consolation in the omission of specific application to transportation charges assessed by flying machines and submarines.

## Grain and Hay International Show.

The International Grain and Hay Show at Chicago Nov. 27 to Dec. 4 was a big success in the number and increased variety of the exhibits. There were 3,000 competitors and 800 prize winners, sharing the \$10,000 in premiums contributed by the Chicago Board of Trade.

"Most successful show of its kind ever held," said Prof. G. I. Christie, of Purdue University, in charge of the exhibit. "It will go far toward crop improvement—one of the aims of the Board of Trade. It has brought together the composite ideas of the best farmers of America and Canada."

No entry fees were charged. All samples must have been grown in 1920. All exhibits of grains were one peck each; of seeds 4 quarts each and of milo and kafir 10 heads each.

The trophies were five large silver cups. One, for oats, was presented by the Chicago Board of Trade; another was for the best sample of wheat, the best ear of corn, best sample of corn and best sample of hay.

An 80-acre farm in miniature laid out in two ways, one haphazard and the other according to approved methods, was an interesting and instructive exhibit. The state colleges aided with instructive exhibits, as did the federal department of agriculture.

The grand champion was C. E. Troyer of LaFontaine, Ind., who won the sweepstakes with a ten ear sample of Johnson County white corn, from a 17-acre field with a yield of 109 bus. an acre. Deep plowing, thorough cultivation and the free use of the hoe brought premier honors, Troyer said.

J. E. Mummert, Astoria, Illinois, won the single ear sweepstakes with his sample of yellow corn, while John W. Lucas of Calgary, Alberta carried off first honors for the best sample of oats, and J. C. Mitchel of Dahinda, Sask., Canada, won first prize for the best sample of wheat. For the best sample of hay, the special award went to W. T. Otcheck, Grinnell, Ia.

The country was divided into six regions. The special awards on corn of the ten ear class were won by the following in their respective regions.

J. J. Shambaugh, Miles City, Mont. (Yellow); Chas. Laughlin, Three Oaks, Mich. (yellow); C. E. Troyer, LaFontaine, Ind. (white); Thomas Owen, Franklin, Ind. (yellow); Gil T. Buford, Pulaski, Tenn. (white); Fred C. Karr, San Francisco, Cal. (yellow).

In the single ear class the following won in their respective regions: C. Tilden, Park City, Mont.; W. W. Adams, Winnebago, Minn.; LeRoy A. Haines, Princeton, Ia.; J. E. Mummert, Astoria, Ill.; Gil T. Buford, Pulaski, Tenn.; Fred C. Karr, San Francisco, Cal.

Those who took high honors in the other classes follow: milo maize: R. E. Getty, Hayes, Kan.; field peas: E. H. Buckingham, Claresholm, Alta., Canada; cow peas: C. L. Looney, Winchester, Tenn.; alsike clover seed: S. H. Proctor, Kimberley, Ida.; alfalfa seed: John W. Hardin, Kimberley, Ida.; timothy seed: Carl Holden, Williamsburg, Ia.; red clover seed: Hjelle Bros., Newfolden, Minn.; soy beans: Harry E. Schrock, Kokomo, Ind.; sweet clover: Darrow Bros., Twin Falls, Ida.

Mississippi captured first prize for corn club work with an enrollment of 8616 in 1919.

The first premium for 2-rowed barley went to Arthur Norum, Hallock, Minn., and that for 6-rowed to W. J. Hartman, Manhattan, Kan.

For soft red winter wheat Sauermann Bros., of Crown Point, Ind., got first premium; for hard winter, John Howell, Montrose, Colo.; for durum wheat, R. F. Goman, Oak Lake, Man., for white winter wheat I. D. Keckley, Marysville, O.

Sixty-four samples of soy beans were shown, medium green, black, eyebrow, manchu and amber; and 33 samples of field peas.

The Chicago Board of Trade Com'ite pro-

moting the Show was composed of Geo. S. Bridge, chairman, E. H. Bingham, A. V. Booth, J. C. Murray, A. L. Somers, C. A. Heath and Geo. E. Booth.

## Car Situation Improved.

The American Railway Ass'n reports that "For the week which ended Nov. 15 surplus cars (the total number in excess of current requisitions) totaled 19,865, an increase of 7,832 cars over the previous week. This surplus was principally located in the south and central west."

In the week ending Nov. 22, according to the car service division of the A. R. A., the car shortage amounted to 30,724 as compared with 35,356 the preceding week. The surplus amounted to 32,368 as compared with 19,865 in the preceding week. Of the shortage figures, 16,368 were coal cars and 5,083 were box cars, and the remainder was miscellaneous. Of the surplus figures 22,398 were box cars, 1,372 were coal cars, and the remainder miscellaneous.

The total number of revenue cars loaded during the week of Nov. 13 on all class 1 roads included 34,267 cars of grain and grain products, against 39,321 cars in the corresponding week of 1919.

CANADIAN WHEAT amounting to 4,665,000 bus. left Ft. William, Ont., for the United States in fifteen vessels on Dec. 7.

Exports of Canadian wheat from Ft. William, Ont., up to Dec. 3 were over 20 times greater this year than in the corresponding period in 1919.

## Refund of Transportation Tax on Canadian Imports.

Carriers, in some instances, have been collecting a transportation tax on Canadian wheat imports based on the entire rate from the point of shipment in Canada to the U. S. destination.

In a protest to the U. S. Treasury Dept. John R. Mauff, sec'y, Chicago Board of Trade, claimed that a transportation tax should be collected only for that portion of the movement occurring in the United States and not for the Canadian portion of the movement.

Deputy Commissioner of the Internal Revenue Office James H. Baker replied in part to Mr. Mauff as follows:

Under the Revenue Act of 1918 it is held that in all cases of import shipments the tax applies to the portion of the transportation charges accruing from entry point to final destination in the United States. No exception is made on shipments whether coming from points in Canada, Argentine, or any other country.

If tax has been collected on the entire transportation charge from point in Canada to destination in United States, it would be proper for the taxpayer to file a claim for that portion of the tax applying to the charge accruing for the service rendered in Canada, regardless of the fact that the shipment may be collected and the entire charge collected at destination in the United States.

"INCREASE farm loans to \$10,000" is the substance of a bill introduced by Representative McLaughlin of Nebraska.

## 40,000 bu. Cribbed Elevator at Newville, N. D.

The accompanying cut shows the 40,000 bu. cribbed grain and seed elevator of the Newville Elevator Company that has just been completed at Newville N. D., by the T. E. Ibberson Co. This elevator has many special features which help to make a very complete plant throughout.

The Newville Elevator Co. was organized two years ago, when it bought an old line elevator. The company operated the old plant until it found it was not only wasting the raw product handled, but also losing many bushels of valuable dockage, so it decided to tear down the old plant and rebuild, overcoming both the waste in grain as well as dockage.

The elevator proper holds 40,000 bus. of grain, and has 22 bins, making it possible to keep clean and dirty grain of the same grade separate. Three legs run to the top, and every bin in the house is reached by either one of the three legs at any time, or by all three at the same time. The one big feature of this plant is the fact that 18 bins out of the 22 may be drawn into the cleaners without re-elevation. This is one essential feature that is often overlooked in the planning of new elevators.

The four cleaners in the main house are one large Richardson Simplex Cleaner for commercial cleaning, one Richardson Wild Oat machine, one Clipper Flax machine, and a Spiral Mustard machine which separates the mustard seeds from the other fine seeds. With the assistance of this mustard machine, this company is placing mustard seeds on the market that are as clean as hand picked material.

The dust from these cleaners is taken care of by a large, well built, dust house, which is located apart from the elevator, and which holds a car load of dust. This dust is sold by the car load when market conditions are favorable. They also use this dust for feed, as sheep thrive on this commodity when it is properly flavored.

The feed mill feature of this plant is very unique. A large roller mill is located directly over the dump scale in driveway. The farmer unloads his grain to be ground directly into the elevator pit. It is then elevated to the top of the feed house, which has three separate bins directly over the feed mill, and is then drawn into the mill by gravity. After being ground, it is distributed into one of the three separate bins below the feed mill. The feed is then delivered directly into the wagon which stands on the dump scale in driveway.

This company has installed a dynamo and storage batteries, which they operate from their 25 H.P., 2 cycle engine, and are equipped with electric lights throughout their plant, 24 hours per day.

Large trucks are dumped the same as an ordinary wagon by means of an air controlled dump, which is installed on a 10-ton dump scale.

The office and engine room are of the combination type, the engine room being full basement, and located directly underneath the office. This office and engine room are built attached to the driveway, but owing to the careful consideration given the insurance regulations in the designing of this plant, a minimum premium rate of insurance is allowed.

Mr. Carl Wilburn, the manager of the company, has enjoyed a wonderful business since he opened this plant, which tends to prove that an organization with a plant of this kind is not only in a position to handle the bulk of the grain, but realize the maximum amount of profit while so doing.



Newville Elevator Co.'s 40,000-bu. Elevator at Newville, N. D.

HABANA HARBOR conditions are improving according to a cable report dated Dec. 1. During the week previous 20 more ships cleared the port than entered.

# The GRAIN DEALERS JOURNAL.

## Meeting of Farmers National Grain Dealers Ass'n.

A well-attended convention of the Farmers National Grain Dealers Ass'n was held Dec. 2 and 3 at Chicago.

J. F. Booth, co-operation and markets commissioner of Saskatchewan, Canada, told of Canadian co-operation.

Prof. Nicolas Makaroff, of the co-operation department, University of Moscow, told of Russian co-operation.

J. R. Howard, pres. of the American Farm Buro Federation, made an earnest address that was heartily applauded.

E. G. Montgomery, of the U. S. Dept. of Agriculture, outlined plans for securing and disseminating information on the supply of and demand for agricultural products in foreign countries by a utilization of consuls and consular agents and special representatives to be employed by the Dept. of Agriculture. He suggested that the Sec'y of Agriculture be authorized to employ such experts.

A bill to be introduced by Senator Cummins for the regulation of the grain exchanges was read and referred without action, to a com'itee.

Harry W. Robinson, of Cleveland, O., urged conservatism in entering into the grain business, to avoid the many avenues leading to failure.

Owen L. Coon reported for the freight claims department, and several com'ites presented reports.

Leslie F. Gates, pres. of the Chicago Board of Trade, said:

"This period since the armistice has been called the restless age. The feeling with which our boys came back seems to have affected the entire country. Everyone has been trying to figure out how he himself could escape bearing the cost of the war.

"An ignorant restlessness is dangerous, resulting in illegal acts and anarchy. There may be good, legitimate reasons for the unrest. Discontent is the politicians' one best bet.

"It is the duty of all of us to see that this unrest is directed along constructive channels. There was a period of unrest 25 years ago, the free silver craze, when corn was selling below 20 cents a bushel and wheat below 50 cents a bushel. There came a criticism of the marketing machinery, because it was the easiest to complain about.

"The farmers' elevator movement grew out of the unrest in the 90's. The good effect has been an acknowledgement by the farmer that his interests are the same as those of his neighbor. It gave the producer some idea of business methods. It has succeeded so far as it has conducted itself according to correct business methods.

"There is a prohibition in the by-laws of some companies against trading in "options." When the farmer becomes a businessman he must compete on a successful basis with other businessmen by using the hedging market. You don't blame the insurance company when your house burns down and you failed to take out insurance. Those who do not use these hedging facilities have only themselves to blame. The man who was offered \$1.75 or \$1.85 for corn and would not take it has only himself to blame. But I have sympathy for the farmer who wanted to sell but the local dealer refused to buy because he could get no cars. The producer has not understood that the future market is open to him to sell his grain at any time. The same is true of some large interests, bakers, and others.

"The organized market is a natural evolution from the unorganized market to protect its members from the dishonest by enforcing fair rules for trading. A means was found for enforcing private contracts. No investigating body has ever failed to commend the rules of the Board of Trade. The Board is controlled by the many instead of the few, who would use its machinery for promoting their selfish

ends. There has been a disposition to close the exchange by members who hoped to monopolize the market.

"These open markets furnish a record of prices. There is no fixing of prices. The Board of Trade has developed grades, honest weights, uniform rules and ease in finance.

"If you eliminate the future markets you would force every holder of cash grain to be a speculator.

"The speculator is a nervous animal. If you don't let him speculate when he wants to, he will not speculate when you want him to."

Mr. Gates was asked the position of the Board of Trade with regard to admitting farmers co-operative companies to membership, as to whether there would be any discrimination against them. Mr. Gates replied that the question had never come before the directors of the Board of Trade on an application for membership; that there were two farmers companies now holding membership in the Board. The commission rule which the questioner thought might prevent the admission of pro-rata dividend companies Mr. Gates explained had been adopted many years ago to place the membership on a higher plane. The cut-throat competition for business in vogue 25 years ago made the members financially so weak that one failure would pull down a score of others. The commission rule made the competition on the basis of service.

C. A. Briggs, of the Buro of Standards, Washington, D. C., read a paper on "Scales for Weighing Grain" from which we take the following:

### Scales for Weighing Grain.

**Docket 9009.**—Of recent interest to the grain dealer has been the subject of loss and damage to grain. This matter was before the Interstate Commerce Commission last year as Docket 9009, and on the thirteenth of January last, a decision was handed down. In this subject of loss and damage claims for grain, the question of fact of loss was of fundamental importance, and scales and methods of using them received serious attention. As a consequence specifications for scales and rules for weighing grain were included in the decision. These specifications had been prepared by a committee acting for the Interstate Commerce Commission, with the object of correcting certain imperfections in scales and in the practices of using them, that the testimony given at the hearings indicated as necessary specifications prepared by this committee included the results of studies made on the subject of scales by the Bureau of Standards at Washington and by others; and it is believed that these specifications represented the best and most complete provisions obtainable on the subject. It is urged that these specifications be carefully observed by those who buy and sell grain. If these specifications need strengthening or alteration, this fact can be developed only by applying the rules and living up to them.

The specifications which appear in the decision of the case of Interstate Commerce Commission, Docket 9009, offer for the first time practical and consistent means for determining the capacity of grain scales according to a rational scheme. Whether or not these specifications are observed generally will determine whether scales are to be installed according to engineering specifications or according to salesmen's inspirations.

It is urged that all of you secure copies of these specifications, and in installing new scales observe strictly that the provisions,—and that the weighing rules be lived up to faithfully. Unfortunately, at the present time, according to statements, it appears that in the catalogues of some manufacturers, types of grain scales are presented for sale which in some instances do not come up to the requirements, except by the expenditure of additional money for what appears as extras. This is very unfortunate; it is clear that this tends to cause the introduction of scales which at critical times will be found deficient, and which may embarrass the owner and place him at a disadvantage in the settlement of claims and in disputes. Scales used for determining the buying and selling weights for grain should not be installed unless they come up to the specifications referred to here, and bear in mind that these specifications are the minimum requirements.

**Elevator construction** is of great importance. The mounting of the scale, the arrangement of the spouts, belts, etc., the strength of the floors should be such as to permit the scales to be tested thoroughly and quickly. Unfortunately it appears to be a matter which cannot be entirely trusted to the elevator designer. Recently, I have had occasion to examine one of the large elevators in the country, in which no expense had been spared for machinery and

general facilities, yet the arrangement and provisions for the testing of scales left much to be desired. I am glad to state, however, that more recently, on visiting another new elevator, it was found that the arrangements for testing the scales were excellent. It was possible to test this latter scales with 20,000 pounds of test weights, 5,000 being applied to each corner. These weights were arranged so that they could be applied by means of a chain hoist and removed in about two or three minutes' time.

Too often, at the present time, the scale man is forced to extemporize a test, which must of necessity fall short of what it should be. Mark you, that if a load is weighed incorrectly, it affects that one particular shipment alone, while, if the test does not disclose errors or secure the best obtainable accuracy, it affects every weighing made subsequently on the scale.

In ordinary hopper scales, provision should be made for supporting a large number of test weights on the floor below the scale, and for hanging the rest load from the corners by means of some arrangement which will permit the weights to be applied to the scale or taken from it in two or three minutes' time, as by the use of chain hoists.

Remember that when you deal with the ordinary types of scales that there is but one proper manner of balancing the beam whether the scale is empty or light—the position of equilibrium of the beam should be in the center of its play in the loop, that is, when making a weighing, or in balancing the scale the beam should vibrate about a position midway in its play in the loop. It is not right to balance the beam high or low in the regular course of weighing.

## Anti-Future Law Would Fail to Stop Speculation.

Pin-headed politicians who have deluded themselves into believing that speculation goes on only on the exchanges forget that stopping sales for future delivery on the exchanges would simply drive the professional speculators off the floor and force all handlers of cash grain who under the present system let the speculators carry the risks of ownership for them, to take a chance on the future values of the grain they handle.

Senator Capper either is an ignoramus or a dangerous demagog, as the following analysis of his proposed law by Leslie F. Gates, pres. of the Chicago Board of Trade, fully demonstrates:

The much heralded bill against grain exchanges which Senator Capper has for months been advertising in his various farm journals, has, I understand, been made public.

While purporting to be a taxing measure, it is, of course, not intended to be a revenue producer, but rather intended through the imposition of a prohibitory tax to do away with trading in grain for future delivery. While it purports to leave an opportunity for "hedging" purchases and sales, any one at all familiar with the grain marketing machinery will realize that the passage of such a bill would lead to the entire elimination of the insurance feature of the grain market, and would immediately result in such a widening margin between producer and consumer as merchandising handlers would find it necessary to secure to cover the additional risks of ownership which they would assume.

**Would Create Speculation.**—Instead of preventing speculation, such as provision would necessitate speculation on the part of every grower and handler of grain and its products.

It is clear that the proponents of this bill share the general confusion as between gambling and speculation and fail to appreciate that efficiency in service and economy in operation which make it possible to handle grain from the producer to the consumer on a lower margin of profit for the so called middleman than prevails in the marketing of any other commodity in general use.

It is not generally known that the entire toll on wheat is only from 7 to 10 per cent for all handlers—not for each, but for all—who handle it between the farm and the foreign market; transportation, of course, not included.

If there is a desire on the part of the people of this country to eliminate the present system of handling grain and its products and to pay the added cost incident to its marketing on a general merchandising basis, those who wish to accomplish this purpose should have sufficient courage to state their purpose in plain English rather than to pretend to be desirous of preserving the "hedging" system, while as a matter of fact they are destroying it.

## 60,000 Bu. Fire-Proof Elevator at Sweet Springs, Mo.

Mr. Hayes, the president of the Sweet Springs Milling Co., Sweet Springs, Mo., which is located in Saline Co., on the Sedalia branch of the Missouri Pacific, says that when one is about to build a grain elevator, he should take an inventory of his resources, and then build the best elevator obtainable for the money at his disposal, and that is what he resolved to do last spring.

The Sweet Springs Co. operates a 500 barrel flour mill at this station, and its steel storage tanks proving inadequate for its needs, it decided to erect a new, modern, fire-proof elevator of reinforced concrete. It let the contract to the Monolith Builders, Inc., whose steel forms, hoists, and concrete mixers were quickly placed and the work started.

The new building will afford storage room for about 60,000 bu. and cost approximately \$20,000. Underneath the elevator is a concrete pit, 8x18 ft., for the elevator boots. It is 10 ft. deep, the walls being 15 ins. thick. An iron ladder built in the wall affords easy access to the pit.

The foundation slab of the elevator is 33x34 ft. and 18 inches thick. It is connected with outside girders, which are 18 in. thick and extend 4 ft. into the ground. Inside girders 2 ft. thick extend but 18 in. into the ground.

The elevator proper is composed of four cylindrical reinforced concrete tanks, and one large interstice bin formed by the circular tanks. Two of the tanks are 12 ft. in diameter and the other two 14 ft. in diameter, all extending down to the ground, giving a depth of 91 ft., while the 79 foot interstice bin rises from the ceiling of the 12 ft. work room between the tanks.

The cupola is 18x24 ft., 30 ft. high, making the top 131 ft. above grade.

All roofs of tanks, cupola, scale house and driveway are constructed of reinforced concrete, with steel interlocked with the reinforcing in the walls where they join. The walls of the tanks and of the cupola are 6

in. thick, and the steel reinforcing between all the circular and straight walls is interlocked.

Ten large windows in the cupola with steel sash and double strength glass, provide ample light for the workmen. The cupola is divided into two stories, the top story having an 18 ft. ceiling and the lower story a 12 ft. ceiling. The top story contains the heads of the two elevator legs, a 30 h.p. motor and line shaft for carrying the power to legs and to the 1500 bu. Monitor Cleaner in the same story.

The leg casings are all of steel and each leg is equipped with V-shaped buckets set close, so as to insure a maximum elevating capacity.

In the lower story of the cupola is a 6-bushel Richardson Automatic Shipping Scale and a Hall Signaling Grain Distributor.

In the work room on the ground floor is a 20 h.p. electric motor which furnishes power to the air compressor for the dump and to the automatic shovels for unloading grain from cars to the conveyor which carries grain from the car receiving pit to the elevator boot.

A man lift affords easy passage from the workroom on the first floor to the top story of the cupola. A graduated stairway with platforms each 10 feet was built in the elevator shaft between the two legs, while a man lift is operated between the up and down leg of one of the elevators. All doorways, both in cupola and on first floor are equipped with fireproof doors. The driveway is equipped with large steel coil doors, which are opened and closed by ball bearing chain hoists. In the driveway is a Globe Combination Truck and Wagon Dump, set in a 15-ton Fairbanks Scale. All windows are formed of 4 pane, steel sash.

The new elevator stands 75 ft. away from the flour mill, but is so high that grain can be spouted from cupola direct to the top floor of the mill, or else conveyed from the ground floor of the elevator to the mill.

The cost of the machinery and equipment approximated \$6,000, and its installation about \$2,600, so that the mill has secured its additional storage room for less than 50c a bushel.

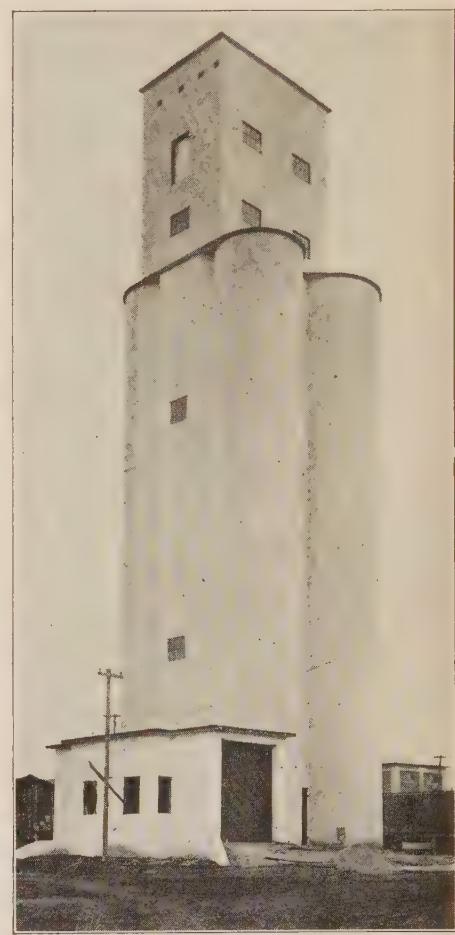
The manlift and conveyors were supplied by the Weller Mfg. Co., the motors by Westinghouse and the steel leg casings and spouting by Sprout, Waldron & Co.

The house was designed and built and machinery installed by The Monolith Builders, Inc.

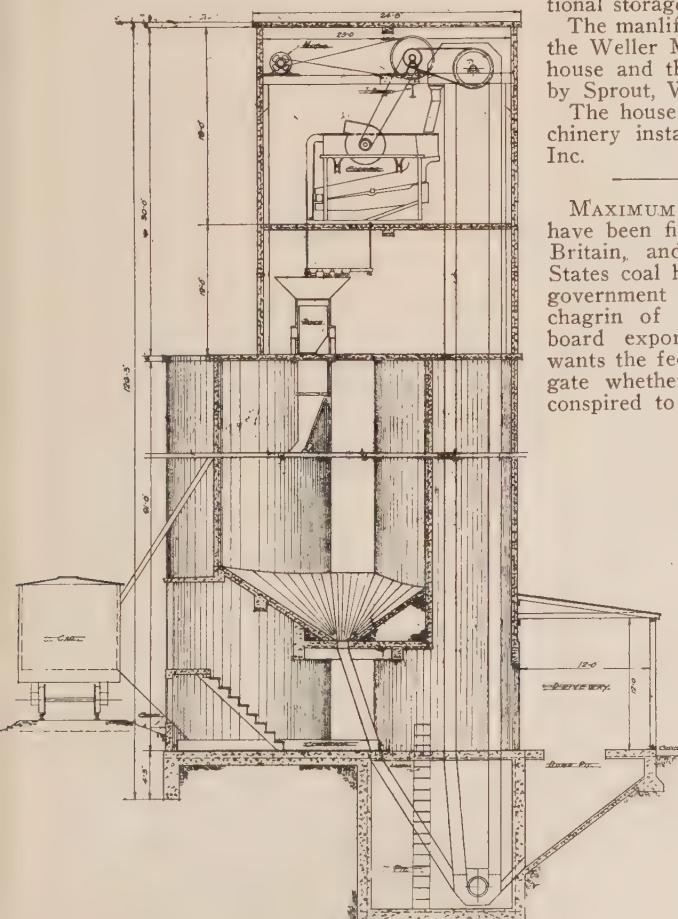
MAXIMUM PRICES for United States apples have been fixed by the government in Great Britain, and maximum prices for United States coal have been fixed in France by the government of that country, greatly to the chagrin of eastern coal operators and seaboard exporters. Now Halvor Steenerson wants the federal trade commission to investigate whether the foreign governments have conspired to set the price of wheat.

## The Patriotism of Peace.

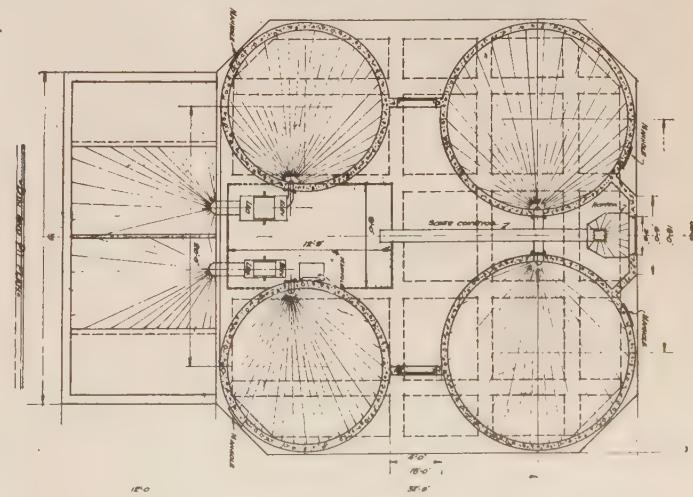
The patriotism of peace is more difficult than the patriotism of war. There is not the same urgent necessity of unity, determination and self-sacrifice. When the war ended, people relaxed. The great crisis was over. The victory had been won. But we must not belittle peace. There is great need for patriotism, the need of putting the nation's good above our own selfish gain. Capital and labor must pull together. We must work, produce, economize. Radicalism must be checked. The reds must be kept out and those inside deported. The ignorant must be educated and taught to be Americans. We must maintain our institutions. We must show the world that we are proud of our form of government, our country and our flag.—C. A. King & Co.



60,000-bu. Reinforced Concrete Elevator of Sweet Springs Milling Co., Sweet Springs, Mo.



Sectional Elevation and Plan of Concrete Elevator at Sweet Springs, Mo.



# The GRAIN DEALERS JOURNAL.

## New Minimum Weights on Grain.

Dec. 3 the Interstate Commerce Commission in session at Washington promulgated the following Special Permission No. 51215, authorizing the carriers to raise the minimum weights on 10 days' notice:

### MINIMUM WEIGHTS ON GRAIN AND GRAIN PRODUCTS.

**It appearing,** That on August 21, 1920, the Commission issued Special Permission No. 50450 authorizing carriers generally throughout the United States to file with the Interstate Commerce Commission special supplements establishing certain increased carload minimum weights on grain and grain products, and rules and regulations applicable thereto, which minimum weights and rules were generally published and made effective in tariffs containing provisions for expiration upon December 31, 1920, and the establishment upon January 1, 1921, of the minimum weights and regulations in effect immediately prior to November 3, 1919, and,

**It further appearing,** That information in the possession of the Commission indicates that the emergency which justified the establishment of said increased minimum weights no longer exists to the same extent, and

**It further appearing,** That prior to November 3, 1919, the minimum weights and rules applicable in connection therewith were in many cases not uniform, creating in some instances discrimination between localities or individuals, and that it is desirable that minimum weights on grain and grain products and rules applicable thereto throughout the country approach uniformity in so far as possible.

**It is ordered,** That all carriers and their lawfully appointed agents are hereby authorized to publish and file on 10 days' notice to the Commission and the general public, special supplements to their tariffs canceling the minimum weights, rules and regulations applicable thereto now published to become effective January 1, 1921, upon the expiration of the minimum weights, rules and regulations applicable thereto authorized in Special Permission No. 50450 as amended and establishing minimum weights on grain and grain products and rules and regulations applicable thereto, as follows:

**ON GRAIN,** all kinds (except oats and ear corn, snapped corn or corn in the shuck), minimum weight marked capacity of car, except where marked capacity is less than 50,000 pounds, in which case minimum weight will be 50,000 pounds per car (subject to notes 1, 2, 3 and 4 below).

**ON OATS, and EAR CORN, SNAPPED CORN OR CORN IN THE SHUCK,** straight or mixed carloads, minimum weight 80 per cent of marked capacity of car, except where marked capacity is less than 50,000 pounds, in which case minimum weight will be 40,000 pounds per car (subject to notes 1, 2, 3 and 4 below).

**Note 1:** Oats and Ear Corn. Snapped Corn or Corn in the Shuck, in mixed carloads with other grain, will be subject to minimum weights applicable to "Grain, all kinds (except oats and ear corn, snapped corn or corn in the shuck)."

**Note 2:** Actual weight will apply in the following cases:

(a) When grain is loaded at point of origin to within 24 inches of roof, at side walls of car, for the purpose of Federal, State or Official Grain Exchange inspection.

(b) When grain is loaded to proper grain line of cars so marked.

(c) When car is loaded to full space capacity.

When any of the provisions of this note are applicable, notation to that effect should be inserted in the bill of lading by shipper or agent of the carrier, but failure to make such notation shall not prevent the application of the terms of this note upon presentation of suitable proof. Such notations should be specific, indicating on which of the three grounds herein specified, actual weights should be protected.

**Note 3:** When grain in transit is, for causes beyond the control of shipper or owner, transferred from one car to another of greater capacity (either direct or through elevators), the minimum weight applicable to the car from which transfer is made shall apply to the car into which the shipment is transferred.

**Note 4:** When carrier cannot furnish car of capacity ordered by shipper and for its own convenience furnishes a car of greater capacity than the one ordered, such car may be used on the basis of the minimum weight applicable to the car ordered by shipper, but in no case less than actual weight; the capacity of car ordered, number and date of the order to be shown in each instance upon the bill of lading and carrier's waybill.

When actual weight is more than 10 per cent in excess of the marked capacity of the car ordered by shipper, the minimum weight shall be that applicable to the car in general service the capacity of which is next greater than the capacity of car ordered. When shipper orders a car of marked capacity less than 60,000 pounds and carrier furnishes a car of greater capacity, the minimum weight shall be 60,000 pounds but not greater than the marked capacity of car furnished.

**ON GRAIN PRODUCTS,** namely Barley, cracked, flaked, pearl, roasted, rolled, sprouts, dry.

Bran, Brewers' cerealine, brewers' corn flakes, brewers' flake, brewers' grits, brewers' meal.

Cerealine, other than brewers'.

Chops, grain (chopped feed).

Cracked corn, corn flake, corn germs, corn germ meal, corn meal.

Farina.

Farinose.

Feed, chopped.

Feed, gluten, hominy, nutrilene.

Feeds, Live Stock or Poultry, consisting in part of grain or grain products, when taking grain, grain product or grain by-product commodity rates.

Flour, buckwheat, barley, corn, feterita, kafir corn, milo maize, mixed grains, oat, pancake, potato, prepared, rye, spelt, wheat.

Food preparations, cereal, not otherwise specifically provided for herein when subject to grain or grain product (flour, meal, etc.) commodity rates.

Grain products, not otherwise specifically provided for herein when subject to grain, grain product or grain by-product (flour, meal, etc.) commodity rates.

Grits.

Groats.

Hominy, hominy flake, hominy pearl.

Maizea.

Malt, Malt sprouts.

Middlings.

Mill Feed.

Millstuffs.

Oat Feed, oat flake, oat meal.

Oats, cracked, rolled.

Rye, cracked, crushed, rolled.

Shipstuff.

Shorts.

Wheat, cracked, crushed, flaked, granulated, rolled, in straight or mixed carloads, or in mixed carloads with other articles when tariffs provide that the grain, grain product or grain by-product (flour, meal, etc.) commodity rates apply on such mixtures.

Minimum weight 40,000 pounds per car (see notes 1, 2, 3, 4 and 5).

**Note 1:** When the car is loaded to full space capacity, actual weight will apply.

**Note 2:** Actual weight will apply upon molasses feeds or other stock feeds having liquid sweetening ingredients (not medicated or condimental) when cars are loaded at point of origin to within 24 inches of the roof at the side walls.

**Note 3:** On grain and grain products handled under transit arrangements the minimum weight from transit point will be the same as the minimum weight into the transit point, except when a car of less capacity is furnished at transit point, in which case the minimum weight as applicable to such car of less capacity, will apply; or where the shipment from transit point consists of grain products, the minimum weight on such grain products from transit point will be the same as provided on grain products into the transit point.

**Note 4:** On mixed carloads of Grain and Grain Products the minimum weight as applicable to shipments of grain products in mixed carloads will apply provided the weight of the Grain which may be included in such shipment shall not exceed 33 1/3 per cent of the total weight loaded in such mixed carloads. If the weight of the Grain which may be included shall exceed 33 1/3 per cent of the total weight loaded in such mixed carloads, the minimum weight as applicable to such Grain will apply except when car is loaded to full space capacity the actual weight will apply.

**Note 5:** When minimum weights were on November 3, 1919, greater than 40,000 pounds, such minimum may be substituted for the minimum of 40,000 pounds named herein, and they are hereby permitted in the filing of such supplements to depart from the requirements of rule 9(e) of Tariff Circular 18-A as to the number of supplements or the volume of supplemental matter to which the tariff is entitled, including tariffs of less than 5 pages, such supplements to contain no other matter; and to depart from the terms of rule 8(f) of said Tariff Circular, which provides that the cancellation of an item or items must be made under the same item numbers (with suffix attached) as borne by the canceled items;

**And provided,** That in the next regular supplement to or reissue of such tariffs, the special supplement herein authorized shall be canceled and the minimum weights, rules and regulations therein contained to be published in accordance with the requirements of the Commission's tariff rules.

**And provided,** That the minimum weights, rules and regulations authorized above shall not apply to narrow gauge railroads or railways.

A SERIOUS FEATURE in the entire situation is the wholesale manner in which buyers are laying down on contracts made at higher prices for future shipment. This applies not only to grain and feed but to all commercial lines as well. This, in fact, has been one of the main reasons for the severe decline.—Hubbard Warren & Chandler.

## A. R. Ware Dead.

Another familiar face is gone from the ranks of the grain trade. A. R. Ware, one of the popular inspectors of the Southwest, died at Kansas City, Nov. 29. He was ill about three weeks, being stricken with typhoid fever which later developed into double pneumonia.

In 1889, before the grain sampling and seed inspection department was established by the Chicago Board of Trade, Mr. Ware formed a partnership with R. P. Kettles under the firm name of Kettles & Ware and entered the sampling and inspection business. When the Board of Trade established the department in 1904, Mr. Kettles was appointed chief and Mr. Ware ass't chief, which position he faithfully filled until Sept. 1, 1907, when he was ap-



A. R. Ware, Kansas City, Mo., Deceased.

pointed chief inspector of the Board of Trade at Port Arthur, Tex. The market at that point was at this time in general disrepute because of general carelessness in grading grain. After a year's hard work, Mr. Ware succeeded in bringing order out of chaos.

In July 1912, Mr. Ware was tendered the position of chief sampler of the Board of Trade at Kansas City, Mo., when the exchange established its own department. He accepted and remained with the department for a number of years. After leaving the department, Mr. Ware was connected with the Missouri State Inspection Department in the capacity of grain inspector, where he remained about one year, after which he was connected with the Smith Vincent Grain Co., of St. Louis with branch offices at Kansas City, where he remained until the close of this office. He then returned to his former position of inspector with the State Department, where he remained until accepting a better position with the Simonds-Shields-Lonsdale Grain Co. He was the general manager of their three million bushel grain elevator at the time of his death.

Mr. Ware was a man whose friendship and associations from a personal as well as a business standpoint were sincerely appreciated by many. A portrait of Mr. Ware is reproduced herewith.

WHILE FARMERS continue to talk of holding their wheat for higher prices and as the financial situation grows better, we believe strongly that the price of wheat will do better also.—Rumsey & Co.

THE BRITISH BUYING COMMISSION purchases in the future are expected to be made in Canada because of the more favorable rates of exchange existing between Canada and England than between the U. S. and England.

## Discuss Marketing and Agricultural Activities of the Various States.

About 75 representatives of the various state departments of agriculture met in Chicago Dec. 1 and 2 for the annual convention of the National Departments of Agri. Ass'n.

Among the numerous topics discussed were the methods of marketing farm products and the activities of the state agricultural departments and how their work conflicted with the work of the Dept. of Agri. at Washington. Many of the representatives present seemed imbued with co-operative ideas, while others warned that too many such organizations were being started to correct an evil that did not exist.

Speaking on the duplication of effort of the state and federal departments chairman of the Ass'n C. P. Norgard of Madison, Wis., gave a short talk on "Uniform Fields of Work" from which we take the following:

Typical lines of work for the state board of agriculture includes the control and regulation (1) Livestock Sanitation (2) Plant Diseases (3) Dairy and Food Control (4) Seed Control (5) Feed and fertilizer Inspection (6) Stallion Enrollment (7) Conservation of Resources.

The state departments should also administer the work of the (1) State fairs and agricultural ass'ns (2) Agriculture Statistics (3) Markets.

The plan places all regulatory control and administrative work relating to agriculture and the extension work relating to the same with the state departments. Purely experimental and educational work is placed with the stations and colleges.

This Ass'n concludes that this is the only logical and clear cut division that can be found. It avoids duplication. It saves wasted effort and saves money. It promotes harmony and co-operation, the correct basis of large and successful accomplishment.

The Ass'n has already accomplished much in the adoption of uniform field of work. We must now build upon the foundation laid, a superstructure and working machine that will in the future perform mighty and wise and useful service to agriculture.

G. W. Koiner of Richmond, Va., chairman of the com'ite on seed and weed inspection work urged a more rigid enforcement of seed inspection laws to eliminate as far as possible the dumping of foreign seeds on our markets that would not germinate and which contained a large percentage of weed seeds.

M. J. Holmberg, Commissioner of Minnesota read a paper on the marketing projects of Minnesota.

Following Mr. Holmberg, Edward Nordman, director of the Division of Markets of Wisconsin explained that the state departments of agriculture had much important work before them. He then warned the members that many organizations were being started to correct an evil that did not exist. He urged the state departments to find out for themselves the real prices from the producer to the consumers' door and then pass that information along. In conclusion he said that co-operative methods were wrong when no savings could be made.

"Protecting the Prices of Farm Products" was the title of a paper read by pres. Fred Davis, Austin, Tex. From his address we take the following:

The very bedrock of our economics is the production of raw materials. Still farmers are called unfair when they ask for their products the cost of production plus a legitimate profit.

Transportation enters largely into the cost of farm products. If it costs \$100,000 per mile to build and equip a railroad that railroad should not be allowed a rate based on a valuation of \$300,000.

Dealers are important factors in the prices of farm products. The profits between the producer and the consumer are one of the largest factors in the cost of living. We cannot eliminate the middleman, but the fact is middlemen are too numerous. We should find some way to

shorten the distance between the producer and the consumer.

Pricing of farm products is the reverse of what it should be. Take cotton seed for instance. The crusher will only pay so much because the refiners will only pay so much for the crude oil. This operation should be the reverse. The farmers should price their seed to the crusher based on the cost of production, let the crusher base his price on his investment and so on until the product reaches the consumer.

Farmers should erect co-operative warehouses, elevators, cold storage plants, etc., to enable them to protect, finance and hold their products. Should prices go too high decreased consumption would cause a reaction and a consequent reduction in prices.

E. F. Benson, St. Paul, Minn., formerly Minnesota Commissioner of Agri. now representing the N. P. R. R., said that while it was all right to restrict unnecessary gambling in products not owned he warned against the restriction of storage warehouses for holding farm products from the time they were sent to market until desired by the consumer.

Speaking of the transportation of grain he said farmers were in the habit of marketing their grain in a lump whereas they should be educated to market their products over a period of 6 or 8 months.

E. T. Meredith, sec'y of the U. S. Dept. of Agri., gave a short address on some of the problems confronting that department.

He urged the elimination of needless duplication of effort in agricultural work and pleaded for the co-operation of the various departments. He stated that the positions with state departments of agriculture should be permanent and free from political influence for the better interest of agriculture.

About pests he said that with the corn borer making its appearance in Ontario, Canada, every state department should guard against it in their own state. Mr. Meredith also explained that he intended to ask Congress for a sort of an elastic appropriation which could be used to fight the various pests when they developed.

Speaking of the costs of production he urged that the state departments of agriculture thoroughly familiarize themselves with the real costs of production and distribution. On the activities of the department at Washington he said:

Our department has grown in size and complexity. I have asked Congress to appoint a director of scientific work at a salary of \$7,500 per year and a director of regulatory work at a salary of \$7,500 per year both to be under the direction of the department of agriculture but not subject to removal except for cause.

The department's condition is critical. The same is true of the state departments of agriculture. We must increase the salaries of our employees to meet the competition of outside business.

Crop Reporting was the subject of an address delivered by J. C. Mohler, sec'y of the Kansas State Board of Agri. His address appears elsewhere in this number.

Before adjourning the Ass'n adopted a number of resolutions the substance of some of which follow:

The Federal Government should extend to responsible foreign nations credit with which to purchase food.

The producer cannot reasonably undertake another year's production unless his supplies are furnished him upon the deflated basis on which his products of the present year are going to market. The interests that supply the farmer must absorb their share of loss in stocks on hand, or else full production another year will be impossible.

National legislation in the future should guard the interests of agriculture as carefully as the interests of manufacturing and transportation have been in the past.

THE HORSE ASS'N of America at its annual meeting at Chicago Dec. 4 re-elected W. S. Dunham pres., and Samuel Walton vice-pres., Wayne Dinsmore of Chicago continuing as sec'y.

## The Future of Interest Rates.

One of the large factors affecting the profits of grain dealers who handle the commodity largely on borrowed money is the rate of interest charged for advances on Bs/L and for loans on grain elevator receipts pledged as collateral.

Grain exchange com'ites have been fixing the rate of interest at 7% and as high as 8 per cent per annum, where formerly 5 per cent was considered ample. How long these high rates are to continue is a question that rests with the federal reserve authorities, as indicated in the following statement by George E. Roberts, vice pres. of the National City Bank.

On the 1st of April, 1917, six days before the declaration of war, the writer of this statement described the financial situation in a written review as follows:

"There is nothing in prevailing monetary conditions to indicate that the country is on the verge of war. Money is as easy as the proverbial old shoe. Credit is granted with customary freedom for the usual commercial requirements, and there is not much demand for other purposes."

The total earnings assets of the twelve Federal Reserve Banks were \$170,125,000; the rediscount rate on commercial paper was 4%; the net cash reserve against aggregate deposit and note liabilities was 81.5%.

And yet even at that time the industries were working under the stimulus of war conditions in Europe and practically at capacity. The enormous expansion of credit since that time has accomplished but little in the way of increased production.

The Increase in loans and discounts of all banks and trust companies in this country, between the beginning of the war, a date soon after our entrance, and at the close of the last government fiscal year, are shown by the reports of the Comptroller of the Currency, as given below:

Loans of all Banks and Trust Companies	
June 30, 1914.....	\$15,288,400,000
June 30, 1917.....	20,641,427,000
June 30, 1920.....	30,891,693,000

This inflation would have been impossible under the rules governing bank reserves which were in force before the establishment of the Federal Reserve system and the adoption of the amendments in 1917, and the effect of these legal enactments is something to be considered in forecasting the course of deflation and of interest rates.

### Deflating the Reserve Banks

The policy of the Federal Reserve authorities may be expected to adhere persistently to the purpose of deflating the Reserve banks, and bringing their condition down to what it should be in view of their responsibilities as the custodians of the final reserves of the country. That would mean with reserves fluctuating normally around 75%. The rates probably will be reduced before that position is reached, but the reserve banks are likely to follow the member banks in reductions rather than lead them. They will want the member banks to get on their own footing.

As liquidation proceeds the banks which are not rediscounting, of whom there are many, will be first to compete for open market business, and as rates decline the houses which have been accustomed to find supplies in the general market will resort to it and pay down their borrowings with their own banks, which will stimulate the latter to get out of the Reserve banks, thus lowering the whole volume of bank loans.

### Lower Reserve Requirements

At this point we shall see the final effects of the policy of lowering the legal reserve requirements. Undoubtedly we are going to run with lower reserves than in the years before the war. The law has been changed to permit it, and we have become accustomed to rely upon the Reserve banks. But the effect is going to be to give us low interest rates long before complete deflation, by the standard of former normal conditions, is reached. Of a total increase in loans of \$10,250,265,747 in the individual banks from June 30, 1917, to June 30, 1920, only \$2,777,083,000 was passed on to the Reserve banks, and if they were all paid off the major portion of the inflation would remain, unless the necessity of applying to the Reserve banks for currency would bring the local banks under the influence of its rate-making authority.

An inflation of credit, carrying with it an inflation of prices and wages, is bound to create a demand for more currency, and currency can be had only from the Reserve banks. That seems to be the one grip which the Reserve authorities have on the general credit situation. It is the one influence that will tend to maintain the pressure for deflation and in that manner prevent a rapid collapse of interest rates, for it may be assumed that the authorities will endeavor to stabilize rates, rather than have them endearably low.

A collapse of interest rates which would encourage the permanent maintenance of the great body of bank loans now outstanding is certainly undesirable for many reasons.

# The GRAIN DEALERS JOURNAL.

## Feedstuffs

WASHINGTON, D. C.—The feed mill of J. H. Brewer was recently damaged \$25,000 by fire.

BUFFALO, N. Y.—The Archer-Daniels Linseed Co. is erecting a new warehouse which will cost \$25,000.

ERIE, PA.—W. J. Carroll, long in the feed milling business at this point, was found dead in his mill recently.

BRUNSWICK, Mo.—T. Miller & Co. has bought an additional warehouse and will manufacture alfalfa feeds.

THE NORTH PACIFIC Feed Dealers Federation held a business meeting on Dec. 8 at the Hotel Frye, Seattle, Wash.

BLOOMINGTON, ILL.—The new feed mill of the Illinois Feed & Elevator Co. is now able to turn out 200 tons of mixed feed daily.

LOUDONVILLE, O.—The Proteina Co., which manufactures various stock and dairy feeds, contemplates the building of additions to its plant.

MONTGOMERY, ALA.—The Capital Grain & Feed Co. has moved to larger quarters and now has additional storage and milling facilities.

INDEPENDENCE, Mo.—The Frisby Feed & Fuel Co.'s plant was damaged \$7,000 by fire recently. The loss was partially covered by insurance.

NORTHFIELD, MINN.—The Theobald Milling Co. contemplates the erection of a feed mill and a feed warehouse. Feed for sale in car lots will be manufactured.

ELEVATOR DUST to be used in the manufacture of mixed feeds recently brought 15 cents per hundred on the Kansas City market compared with \$1.40 six months ago.

BELLE FONTE, PA.—C. Y. Wagner & Co. has been incorporated by C. Y. Wagner, J. S. Spangler and Charles H. Wagner. Feed and food products are to be manufactured.

CHICAGO, ILL.—The Carload Feed & Grain Exchange has been incorporated for \$1,000 by Paul Debs, J. D. Linehan and Louise Maringer to deal in hay, grain and straw.

THE AMERICAN Feed Manufacturers' Ass'n held its annual convention at the Raleigh Hotel, Washington, D. C. on Nov. 17, the day previous to the meeting of the feed control officials.

LE ROY, ILL.—The Le Roy Feed & Supply Co. until recently operated by J. A. Hair, E. C. Spence and James Mitchell has been reorganized and hereafter will be operated solely by Mr. Mitchell.

NEW ORLEANS, LA.—William J. Brown was issued letters patent No. 1,360,174 for a chemically stable stock food. It is composed of dried pulverized sugar cane tops treated with cane molasses.

TOMAHAWK, WIS.—Arthur A. Searle and N. W. Searle on Nov. 1 opened five potato warehouses in the vicinity of Tomahawk. Writing of his business Arthur Searle says "We expect to sell feed in three of our five warehouses in connection with our potato business and will have our main feed warehouse at Tomahawk."

### Feedstuffs Movement in November.

Receipt and shipments of feedstuffs at the various markets during November, compared with November, 1919, were as follows:

	Receipts—	Shipments—	
	1920	1919	
Chicago, lbs.	26,915,000	57,886,000	57,432,000
Cincinnati, tons	1,710	2,430	.....
Kansas City, tons	3,560	5,900	7,860
Milwaukee, tons	2,840	7,410	16,914
New York, lbs.	220	.....	24,355
St. Louis, sacks	83,990	175,410	120,630
			224,495

MEMPHIS, TENN.—As prices decline, chicken feed trade talk better quality and want low grade wheat and not screenings. They mix this with hulled barley, they will all soon be at 70 cts. or less.—E. W. Wyatt.

MINNEAPOLIS, MINN.—John B. De Haven, for many years sec'y of the American Milling Co., Peoria, Ill., and recently with Frank T. Liddy & Co., Chicago, Ill., is the new vice-pres. of the Brooks Milling Co. in this city.

LAFAYETTE, N. J.—D. E. Armstrong, for many years in the feed business here, recently dropped dead at his home. Mr. Armstrong had many friends in the Eastern Federation of Feed Merchants and has been very active in all its meetings.

FEED for live poultry in transit is furnished by the Nickel Plate R. R. at Bellevue and Conneaut, O., at the following prices per hundred lbs.: Cracked corn, \$3.50; white shorts, (middlings) \$3.50; and shelled corn, \$2.50. These prices effective Dec. 27.

CANADA's recently enacted National Feedingstuffs Law says that badly heated grain is injurious to the health of livestock. It further says that if such grain grades "Condemned" under the Canada Grain Act, it shall not be used in the manufacture of feeding-stuffs.

WICHITA, KAN.—The Otto Weiss Milling Co. shipped alfalfa from Viola and Winfield, Kan., milled it into alfalfa meal at Wichita and then shipped it to Cairo, Ill. In a report to the Interstate Commerce Commission reparation is asked on the rates paid because they were unjust and unreasonable.

"HORSE POPULATION in the United States according to the census preliminary reports indicate there will be 60,000 fewer horses sold annually" is part of a statement made recently by Wayne Dinsmore of the Horse Ass'n. The consequent reduction in feed consumed is estimated to have a value of \$88,000,000 per year.

KANSAS CITY, Mo.—Cash, Griggs & Kinell, Inc. is the name of the newly organized concern which will operate at this market. Shorts, bran, feeds and grain will be handled. The affairs of the company will be in charge of pres. E. H. Cash, formerly with the Worth Commission Co.; vice-pres. James Griggs, who is also vice-pres. of H. F. Tighe & Co. and sec'y-treas. C. B. Kinell.

ST. LOUIS, Mo.—E. C. Dreyer, who had charge of the joint feed meeting at the recent convention of the Grain Dealers National Ass'n, has been appointed chairman of the feed and grain joint com'ite. It is expected that this com'ite with the assistance of com'ites of the U. S. Feed Distributors Ass'n and the Millers National Federation will meet and formulate uniform regulations for the trading in commercial feeds.

THE FEEDINGSTUFFS LAW of New York which is to become effective on Jan. 1, 1921, was the subject of a warning sent to all members of the Millers National Federation by its sec'y, A. P. Husband. The notice follows in part: Every person who expects to sell millfeeds in the State of New York after Jan. 1, 1921, is urged to write at once to George E. Hogue, Commissioner of Agriculture, Albany, N. Y., for a circular containing Chap. 855 amending the law relating to the sale and analysis of concentrated commercial feedingstuffs; also copy of Regulations for administration of the law, issued by the Commissioner under date of Nov. 9, 1920, and all other circulars issued in connection with the revised law. The law provides for a \$25 license fee for each brand of feed sold; registration of each brand of feed sold; tags showing weight of contents and full information as to the materials used in its manufacture must be attached to each and every package; metal fasteners with sharp points for fastening tags to the packages may not be used.

### U. S. Feed Control Officials Meet.

The United States Feed Control Officials held their 12th annual convention in Washington, D. C., on Nov. 18 and 19. Nearly 100 members were in attendance.

Pres. Patten read an address on "Some of the Problems Confronting Feed Dealers." He said in part:

With the increasing cost of feedstuffs the problem of economically converting raw feeds into human food through the agency of the farm animal is becoming more serious each year. At the present time I know this is true in the section of the country where I come from.

The decreased demand for fluid milk, owing largely to the closing down of many condenseries throughout the country, results in an increasing number of dairy animals being disposed of for beef purposes, and I know there is a feeling among many of our farmers to close out their business in order to avoid the financial worries and stress to which they find themselves in at the present time.

Not so very long ago the average farmer was able to produce all of the feeds—with the possible exception of the by-products which could be obtained from the local mill—to properly balance the rations for his farm animals. With an increasing demand for food for the human race and with the development of high-producing animals this has largely been changed and today the farm animal is being fed largely for the by-products.

We can serve the public in an educational way by incorporating into our reports and bulletins information concerning feeding problems and also information as to the utilization of new and untried feeds.

I further believe it is the proper function of this association, whenever it is informed that any new legislation is being contemplated in any state or the national government, to submit through the Legislative committee a copy of the Uniform law to the chairman of the appropriate committee, asking that it be given consideration. The reasons for so doing should be definitely stated and also the adoption by the various states of uniform laws should be set forth.

The Uniform law was adopted by our ass'n in 1910—ten years ago. So far as I know, it has not been changed since. Is it not possible that this Uniform law should be amended or changed and would it not be advisable to set aside at each meeting some time for the consideration of the matters of this kind?

C. M. Vestal, Associate Professor in Animal Husbandry, Purdue University, explained to the convention the effect of fiber in swine rations.

R. W. Chapin, Chicago, pres. of the American Feed Manufacturers Ass'n, gave a short address on the "Progress of the Feed Manufacturing Business." His address appears elsewhere in this number.

Drastic and destructive legislation should be opposed was the substance of a short address given by J. A. Patten, state chemist of Michigan. L. A. Maynard of Cornell University told the officials about the utilization of low grade feeding materials.

The officers chosen to conduct the affairs of the officials during the coming year follow: Pres. E. G. Proulx, La Fayette, Ind.; vice-pres. Guy F. Rary, Vermillion, S. D.; and sec'y A. W. Clark, Geneva, N. Y.

Washington, D. C., was again chosen as the place for the next annual meeting.

Included in the business transacted by the officials was the adoption of official definitions of the various kinds of mixed feeds. The definitions follow:

#### MIXED FEEDS.

Barley hulls are the outer chaff coverings of the barley grain.

Distillers' corn solubles, a by-product from the manufacture of alcohol from corn, is a mash liquor concentrated after the removal of the alcohol and wet grains.

Distillers' corn and rye solubles, a by-product from the manufacture of alcohol from corn and rye, is a mash liquor concentrated after the removal of the alcohol and wet grains.

Distillers' rye solubles, a by-product from the manufacture of alcohol from rye, is a mash liquor concentrated after the removal of the alcohol and wet grains.

Rye middlings or rye feed consists of the products other than the flour obtained in the manufacture of the ordinary or "100 per cent" rye flour from the rye grain which has been cleaned and scoured.

**Rye red dog flour** consists of a mixture of low grade flour, fine particles of bran and the fibrous offal from the "tail of the mill."

**Velvet bean meal** is ground velvet beans containing only an unavoidable trace of hulls or pods.

**Ground velvet bean and pod** is the product derived by grinding velvet beans "in the pod." It contains no additional pods or other material.

**Wheat ship stuff** is the entire offal exclusive of the outer bran obtained in the usual process of commercial milling of flour.

## Progress in Feed Manufacturing.

At the annual meeting of the United States Feed Officials in Washington, D. C., Robert W. Chapin delivered an address on the "Progress in Feed Manufacturing" from which we take the following:

Even before we made manufactured compound feeds in this country to any great extent they were being made in Europe, especially Germany, where dire necessity forced the utilization of many feeds that were then thrown away, among them being blood and molasses. One of the first dairy feeds I can remember was blood, molasses and peat, all of these three products being cheap and plentiful in the interior of Germany where other feeds were costly and scarce.

The late Prof. Otto Kellner was one of the first to call attention to these feeds, and he severely criticised the use of peat, overlooking the fact that it was simply a necessity to find some absorbent to take care of blood and molasses so they would not putrefy or ferment and could be easily handled and shipped in feed bags instead of the undesirable barrels. No one claimed any value for peat any more than they did for barrels, but the peat was an edible barrel.

At this time in Germany they had no feed laws such as we have, and of course there were many unfair practices and inferior products. Analysis and ingredient laws soon followed and there were severe penalties for the adulteration of straight feeds. This soon put the industry on an ethical plane there the same as it has been arrived at here. Every industry passes thru a period of ignorance and unfair practices.

About 20 years ago scientists in various countries had worked out or formulated certain rough feeding standards which were designed to be used in the mixing of rations for animals. They were based largely on the digestible analyses of different feeds. A large amount of data had been collected based on experiments abroad and here, and there being no other way to roughly figure rations these figures were treated more or less as gospel, and, no doubt, were of great value in getting a better understanding of what animals require for maintenance, growth and production.

Some years ago Dr. Babcock called attention to the practical demonstration which proved that the words protein, fat and carbohydrates did not mean very much or else there were other vital factors to be considered in feeding animals. We now know he was right and the science of animal nutrition had almost to discard the old method of studying feeds and start on an entirely new basis.

Years ago the investigation and experiments of the Connecticut station showed a great gain in narrowing the ration or increasing the percentage of protein, but it was many years before farmers could be induced to do it.

**Mixed Feeds.**—Just about this time people began to learn how to feed animals right or nearly right, and feed manufacturers began to make feeds that would fit the animal. These were called balanced rations and have been so called more or less ever since, altho there is no such thing as a balanced ration, so far as any one knows yet. However, we call a balanced ration one that is as well balanced as any one knows how to do it. Mixed feeds were found to be not only economical but resultful. Perfect or imperfect they were a great improvement on the average farm practice and the satisfaction of those who purchased them hastened their steady growth and popularity, and with it accompanied by a marked improvement in quality and efficiency. The average mixed feed of today is vastly better than that of 15 or 20 years ago. Science has made great strides during that time. Science has aided the manufacturer. It is not too much to say that without the great supply of byproduct feeds, including those from the starch factories, oil mills and other industries, there would have been no such expansion of the dairy industry.

A favorite amusement seems to be the collection of alleged feed prices and constructing a paper mixed feed out of these prices, and proving how cheaply it can be done. Feed prices are nothing but debatable statistics. The only real price of a feed is the one you have had to pay. Until you have paid the price you don't know what it will cost you to produce a mixture.

To give a man feed when he wants it you have to buy it and keep it on hand a long time before he calls for it. In the interim it might go up or down, so you have a market risk and it may be a market loss. These are all a part

of a business man's burdens and he is not complaining, but the theory that there is available a method that will avoid all risks and all expenses is simply a theory, and not founded on any known facts.

It is perfectly true there are times and places in a widely shifting market when some farmer can collect his raw materials by chance, mostly good luck, assemble them and manufacture them apparently as cheaply as a manufacturer, but this does not happen every day in the year, nor does it prove anything. Few at least can do this, and the known fact is that the great bulk of our foodstuffs must be carried in central magazines and furnished to the public when they need them. Some one has to perform this function.

The **feed manufacturer** is a skilled purchasing agent, a warehouseman, a banker and likewise a business adviser of the feed dealer and the farmer. He conducts his great business in which millions of capital must be invested and used on a remarkably small margin of profit, and sometimes at a loss. The labor and manufacturing costs are often less than the daily fluctuations in the cost of materials used. You cannot make a saving in beating the market because you can't beat men who have done nothing but buy these articles all their lives, and must necessarily be more skillful than novices. Certainly not in the cost of distribution because the merchants who distribute the feed are held down to such a low percentage of profit that it just about represents a meager salary for their management. This is not saying that where a man has some skill in feeding animals he can not hit upon some superior mixture of his own device, but is saying that the average run of men have not this skill, nor have they the education to acquire it.

## Regulations Governing Feed Sales in New York.

New York Commissioner of Agriculture George E. Hogue recently sent out the following information concerning the new feed law which will affect all feeds sold within the state of New York after Jan. 1, 1920:

(1) Printing upon said tag shall be in type not smaller than 8-point caps and lower case.

(2) Names of ingredients shall be listed in uniform type and uniform color.

(3) In naming the ingredients on the tag, the concentrates should be named first; the roughages named second; the total percentage of roughages third, in the event that the feedingsstuffs contain more than 10% of fiber, plus a tolerance of 2%, as provided by subdivision h, section 163, article 7 of the agricultural law; or a maximum fiber content exceeding 12%.

(4) Under subdivision 6, section 163, article 7 of the agricultural law, referring to compounded feeds in which any one ingredient appears in less quantities than 5% of the whole, the per centum or weight of such ingredient is required to be named. The department will in passing upon applications construe the percentage of any ingredient marked in accordance with that provision to be the minimum percentage.

(5) Under the new statute, applications for licenses stating the percentage of fiber as not exceeding 10% plus 2% tolerance allowed by statute, or a maximum of 12%, will be accepted and license issued without a statement of total percentage of roughages.

(6) Buckwheat feeds, composed of buckwheat hulls and buckwheat middlings, is a compounded feed within the meaning of the statute and will be subject to all the requirements of Article 7 in relation to the sale and analysis of concentrated commercial feedingsstuffs, including the naming of roughages contained when the fiber content exceeds 10% plus 2% tolerance for variation.

(7) Limit of tolerance provided in section 162 of the law as amended, shall be one-half of 1 per cent by weight in the aggregate of all such seeds therein.

A PROTECTIVE TARIFF on wheat and flour is to be asked of Congress by Representative Young from North Dakota. Mr. Young is chairman of the subcom'ite on agriculture of the ways and means com'ite.

## Adulteration and Misbranding.

Under the Food and Drugs Act the following judgment was recently rendered in the United States District Court for the Bureau of Chemistry.

Karl Adler, trading as the Adler Export Co., New Orleans, La., was alleged to have shipped adulterated and misbranded rice bran into the state of Georgia. Misbranding was charged because the Bureau of Chemistry analysis showed the product to contain 11.56% protein and 14.87% fiber, while the label on the product claimed 13.50% protein and 10% fiber. Adulteration was charged because of the addition of rice hulls. Upon the defendant entering a plea of guilty to the information the court imposed a fine of \$10.

## Soy Bean Varieties.

E. F. Johnson, of the Johnson Seed Farms, Stryker, O., who had an interesting exhibit of soy beans at the International Grain & Hay Show, describes the six varieties in his exhibit, in the following:

The Manchu is a rather new bean, directly imported from Manchuria, excellent as a seed bean and for hogging off with corn in latitudes north of the Ohio River and south of the Great Lakes. Grows erect, averaging 44-48 inches tall, with abundance of foliage (which makes it a favorite for hay with many growers) ripens seed in 105 days and the best yielder of seed we have grown in our 13 years of tests covering some 150 varieties. Twenty-six acres this year yielding an average of 30.6 bus. per acre from the field.

Ito San is an old established bean, used largely in northern latitudes for hogging off with corn. Good yielder of seed more branching than the Manchu, ripens seed in 100-102 days. Yield—24.6 bu. this season per acre.

Black eyebrow is a new bean recently sent out by the U. S. Dept. of Agriculture, one of the earliest maturing beans we grow and especially adapted to northern states, Michigan, Wisconsin, Minnesota and South Dakota. Ripens seed in 92 days, yield 20.4 bu. this season. An erect growing bean, reaching 40 inches height in favorable soil and climate; well adapted for use in late planting, or in those sections where the growers wish to follow soy beans with wheat.

Medium green is an old line variety, commonly called Guelph. Seed of a rich green color and the hay tho inclined to be coarse, has very nutritious leaves which hold their green color on curing when cut for hay making, one of the most attractive as well as palatable hays made from beans.

The Elton is a later bean, larger and very stiff strawed, serving unusually well as a bean to plant with corn for silage, as does the medium Green described above. Matures in 115 days, a good yielder and a well thought of bean.

The Johnson four is a new bean, a sport from the Wilson, isolated and developed by the late Elmer S. Johnson. A very fine stemmed bean carrying a vining tendency, growing from 6 to 7 feet tall and is unusually well adapted in growing beans and other crops as a mixture for hay or for planting in corn for ensilage. Retains foliage until fully matured, and being of a very fine stemmed nature is very palatable for hay. Ripens seed in 118 days.

As to feeding value for hay, I would rank the varieties,—Johnson four, medium green, Ito San.

As to feeding value of the whole bean, there is little of difference, the main point to be considered is total yield of seed on which the Manchu would out rank every variety we have tested.

THE EMBARGO on food products imports has been lifted by Brazil.

# The GRAIN DEALERS JOURNAL.

## Nebraska Co-operatives Meet.

The Nebraska Farmers' Co-operative Grain & Livestock Ass'n held its annual meeting at Omaha, Neb., on Nov. 16, 17 and 18.

At the opening session on Tuesday H. F. McIntosh, manager of the Agricultural Bureau of the Omaha Chamber of Commerce welcomed the members to Omaha.

Otis Smith, of the Omaha Grain Exchange, in a short talk outlined the growth of the Omaha market. Speaking of the present marketing conditions he said that the Omaha exchange was ready to assist in establishing any more economical means for getting grains from the producer to the consumer. In conclusion he stated that the recovery of grain prices depended on the ability of other grain producing countries to supply the demands of Europe.

M. L. Crandall, mgr. Farmers Elevator Co., Nebraska City, speaking of the Omaha market said:

The managers realize the importance of a home market such as Omaha. There are many advantages in a near home market these days of car shortages and falling prices, as a day's time is many times a cause for considerable loss on shipments. Consequently most of our shipments go to market that can be reached within as short a time as possible, thereby avoiding delayed arrival of cars at a lower market.

Not all the advantages are on the selling side, but on the buying side as well, for a considerable number of the farmers companies handle groceries, dry goods, shoes, implements, lumber and all building materials, coal, etc., as side lines. Most of these are purchased in your city from wholesale houses and distributors.

On Wednesday morning the directors held their meeting. Pres. P. S. Canaday, Minden, Neb., introduced E. J. Spirk of Wilmar, Neb., as the chairman of the directors' meeting.

Rome Miller gave a short talk on the value of organization.

Charles Eckerle in his address made it plain to the dealers that during the coming year it would be necessary for them to attend strictly to business. He also warned of the loose credit system adopted by many of the farmer companies, saying that many an organization had started in business and in 12 months had on its books an amount equal to one-half of its capital stock. In concluding he said: "The only correct way to do business is to sell for spot cash or for a bankable note."

Among the other speakers at the directors' meeting was B. L. Critcher of Hamlet, Neb., who spoke on the fields still open to the co-operative companies.

Mr. Filley of Filley told the dealers that the farmers should own a terminal elevator in every great terminal where grain could be cleaned, conditioned and sold direct for export.

Pres. Canaday in his address told of a trip of inspection he had made thru various parts of Nebraska. The wheat crop averaged from 40 to 55 bus. per acre. At the time of his trip wheat was selling at \$2.10 and everyone was apparently satisfied except that no cars were available.

At the managers' session also held on Wednesday morning F. S. Betz of Chicago, Ill., explained that the Illinois managers had started an organization for bettering the business conditions of the companies they represented.

William Pike of Gordon said that not enough time was given managers at the conventions to discuss the problems of their business.

A grievance com'ite, appointed in 1919, reported and suggested the formation of a managers ass'n. M. L. Crandall also suggested that such an organization be started. As a result of the discussions which followed Mr. Crandall was appointed pres. and Mr. Pike sec'y of such an organization.

Charles H. Eyler, Sioux Falls, S. D., told the managers he was glad to hear they were or-

ganizing. He also told them about the wretched business of South Dakota farmers asking the commission houses for financial assistance. Speaking on the Farm Buro he said:

The farm buro is strongly organized in all of the states and I favor the plan, but do not like the personnel of the com'ite of seventeen. I believe a fairly good plan of marketing will be worked out by them, but it will have to be approved by the farmers' organizations. The mistake they have made is in not consulting the established organizations which have had the experience in marketing problems.

Grain door lumber was the subject of an address given by Owen L. Coon. Part of his address appeared in the Nov. 25 issue of the Journal page 985.

On Wednesday afternoon a joint session was held in the banquet hall of the Hotel Castle.

Internal Revenue Collector Loomis of Omaha, Neb., told the dealers of the work of the Internal Revenue Department. J. P. Foley in his talk asked the dealers to pay more attention to their books and record work. He explained that one shiftless company recently lost a large sum because it could produce no records of its past business.

On Wednesday evening the managers held their second meeting at which by-laws for the managers' organization were formulated and adopted.

On Thursday morning the convention was told by F. W. Shaupp of Leigh, Neb., of the work and intentions of the managers. He explained that the managers in their work hoped to strengthen the entire Ass'n.

Replying to Mr. Shaupp pres. Canaday stated that he was heartily in accord with the managers organization and then told the members that the managers' constitution and by-laws did not conflict with the regulations of the Ass'n.

Before adjourning the resolutions com'ite presented the following:

### Recommendations.

#### THE PRESENT CRISIS.

We are facing serious financial conditions that affect, and will affect more seriously, every interest in our state. Our leading lines of banking, merchandising and farming are so closely interrelated and so sympathetically affected by the burdens arising from the acute financial situation that the failure or refusal of any one of the three to share in the bearing of the burdens of all will unfairly increase the burdens of the other two and react in the end against the best interests of all.

In order to avert, if possible, any crisis that might be threatened we urge upon all different interests of the state the necessity for standing unitedly together for the protection of all, and we have confidence that our honest and united efforts will carry us through the difficulty not only safely, but that it will also lessen to the utmost limit the length of the period of depression.

We call upon the bankers, the merchants and the farmers of Nebraska to stand solidly together and carry our state safely and quickly through the present crisis.

#### ASK DUTY ON AGRICULTURAL IMPORTS.

It is economically unsound for any producing country to move products to another producing country that already has a surplus of the same product for sale; that is identically the same thing as moving a product from one overstocked market to another market already overstocked with the same product; or to moving potatoes from one community that has produced a surplus of potatoes to a neighboring community that has produced a surplus of potatoes that remain unsold.

We therefore request that Congress immediately take such steps as may be necessary to effectively prevent the importation into this country of any agricultural products at any time when we have for sale a surplus of such agricultural products.

#### A CO-OPERATIVE COMMISSION COMPANY.

We believe that the farmer should now enter the grain business in a larger way. We believe that the next logical step is the formation of a farmers' grain commission company to operate on the Omaha Grain Exchange.

We therefore recommend that this association promote and organize such a commission firm, in which the capital stock shall be held and owned exclusively by farmers' elevator companies located in the Omaha trade territory, and we solicit the endorsement and the support of every farmers' organization in Nebraska for this venture.

### ASK MORE FAVORABLE RATES ON EXPORT FLOUR.

The mills of our country can supply the entire flour demand of our country by operating at less than one-half capacity, and since a larger operation of these mills is to the best interests of the farmers of the country we feel that our flouring mills should have no handicap placed on their operation.

We therefore request that the relation of export rates on grain and grain products be preserved at a ratio that will not give to the milling industry of any other country an advantage over the milling industry of our own country.

#### OPPOSE RALSTON-NOLAN BILL.

We oppose and condemn the Ralston-Nolan bill in Congress as being radically opposed to the encouragement of ownership of farm lands by active farmers, as placing a burden of ownership of farm lands which will be shifted to tenants and thereby increase their already heavy burdens, and we therefore urge the representatives of Nebraska in Congress to oppose the passage of this bill.

#### FAVOR REDUCTION IN RENTALS OF RAILROAD GROUND.

We believe that grain elevators are in reality a part of our transportation facilities and are as much of a necessity to the carrier as to the shipper.

We therefore recommend that the charge for leases of sites for the same on railroad rights of way be based on the payment of a nominal sum only, and we request that such action be taken by our incoming legislature as will, if possible, secure such a basis for the rental of such sites.

Officers and directors chosen for the coming year follow:

Pres. J. H. Canaday, Minden; vice-pres. J. R. Morrison, Chapelle; sec'y-treas. J. W. Shorthill, Omaha; and directors George Ernst, Kimball; and W. M. Grueber, Byron.

On Wednesday evening the dealers were the guests of the Omaha Grain Exchange at a banquet held in the Rome Hotel.

Thursday noon the visiting dealers were the guests at luncheon of the Livestock Ass'n. In the afternoon a tour of inspection was made of the Omaha stock yards and packing plants.

**GERMANY'S 1920 wheat crop is considerably under the amount required for home consumption. The wheat crop this year is estimated at 88,000,000 bus. while the pre-war wheat consumption of Germany was 221,000,000 bus. The German Minister of Food places the actual wheat shortage at 72,000,000 bus. Rye was also a poor crop this year.**

### Are Farmers Paupers Worthy of the Poor House?

John Cottrell, a farmer of Irving, Kan., was appointed a delegate to the farm congress, but declined to serve, as stated in his letter following, to the Kansas State Board of Agriculture:

I feel that I am so out of sympathy with the trend of thought predominating in and controlling farm organizations that I would not be considered representative of farm interests, notwithstanding that I have spent fifty years on a Kansas farm, and am actively engaged in farming and stock growing as my sole business.

I was opposed to the coal miners about a year ago when they made an organized strike because they felt sure the suffering from cold would compel the public to meet their demands. I think now that it is just as bad for farmer organizations to attempt to force a high price for wheat because they figure that suffering from hunger will compel people to pay their price.

Wheat is now high, and it is not necessary for it to be worth three dollars to make the farmer a profit. In July, 1914, my neighbors and I sold our wheat for fifty-four cents a bushel and heard less about losses to wheat raisers than we do now. This year most of the wheat around here went to market at two dollars and a half or more. It was raised on the same land and there is no reason why this land must be more valuable than in 1914, the practically all wheat land in Kansas must have doubled in value in that time. There were many instances where the last wheat crop paid for the land, and there were cases where the landowner's share of the crop paid for the land.

If a lower cost of living were desirable, there is no reason why the farmer should not graciously accept his share of the reduction, and wheat is one of the highest articles of trade now and probably the most important single item of living costs. As a class, wheat raisers have made good profits instead of losing money.

# Grain Trade News

Reports of new firms, changes, deaths, casualties and failures; new elevators, improvements, fires and accidents are welcome. Let us hear from you.

## CALIFORNIA

Los Angeles, Cal.—The Globe Grain & Milling Co. has been incorporated for \$15,000,000.

Fresno, Cal.—The Globe Grain & Milling Co. has leased the warehouse of the Robert Kennedy Co. and will make this one of its largest warehouse points.

Los Angeles, Cal.—Alleging that the Newmark Grain Co. has refused to accept his crop of barley on a sale made in May, 1918, C. E. Cook brot suit and on Nov. 19 was given judgment for \$1,009.19 by Judge Cole at El Centro.

Corcoran, Cal.—I am mgr. the mill and warehouse of the company at this point, Angiola and El Rico (Tuttletown p. o.), all on the Santa Fe. We handle all kinds of grain and have a total capacity for 225,000 sacks.—John T. Bell, Corcoran Mill & Warehouse Co.

## CANADA

Biggar, Sask.—The elvtr. of the Scottish Co-op Elvtr. Co. burned recently with a loss of \$75,000.

Sangudo, Alta.—The elvtr. of the Gillespie Elvtr. Co. has been opened and M. McThay is mgr.

Munson, Alta.—C. E. Phillips of Minnatt & Phillips has overhauled his elvtr. and is now operating it.

Ilderton, Ont.—The new elvtr. of the United Farmers Club is nearing completion. Work on the structure is being rushed.

Winnipeg, Man.—Simons, Day & Co. have opened a private wire office at this market with P. F. Kennedy in charge.

Regina, Sask.—At the recent annual meeting of the Saskatchewan Co-op Elvtr. Co. the following officers were re-elected: Pres., J. A. Maharg; vice-pres., Hon. George Langley; executive representative, James Robinson; sec'y, W. C. Mills; treas., D. M. Roberts.

Winnipeg, Man.—A. S. Morrison, B. A., and A. G. Finkbeiner, lawyers, have former a partnership and opened an office in the Grain Exchange. The new firm will give special attention to grain trade law. Mr. Morrison has specialized in grain law for the last 5 years at Souris and Mr. Finkbeiner commenced his law studies with Mr. Morrison at that point in 1912. Later he came to this city and has been connected with Coulter, Collison & Procter. He served overseas for the duration of the war.

## COLORADO

Sterling, Colo.—The Northeastern Colorado Co-op Milling & Elvtr. Co. incorporated for \$500,000 by P. N. Quist and J. H. Johnson.

Holley, Colo.—The Scott-George Grain Co. of Denver, has completed the foundations for its new 20,000-bu. elvtr. and work on the superstructure will be rushed.

Paoli, Colo.—The elvtr. of the Farmers Co-op Elvtr. Co. containing 10,000 bus. of wheat burned Dec. 2 with a total loss. The insurance is small. The coal sheds also burned.

Elbert, Colo.—I am mgr. for the Elbert Grain Co. which operates the 15,000-bu. elvtr. and a bean warehouse of the T. D. Phelps Grain Co. of Denver. We have installed a clipper-cleaner and a 10-h.p. Fairbanks Y Engine.—F. Seick.

## DENVER LETTER.

The Western Mill & Elvtr. Co. has been incorporated for \$500,000 by A. A. Carmichael.

H. P. Ghiselin, formerly with the Beyer Grain Co. of Kansas City, Mo., is now with the Scott-George Grain Co. of this city.

The office of the O'Donnell Grain Co. of this city, in Omaha, Neb., has been closed and all business will be transacted thru this office.

## IDAHO

Wilder, Ida.—We have added a flour mill and an automatic truck dump and scale. We have also a 1,200-bu. cleaner.—J. A. McCune, mgr. Wilder Equity Ass'n, Ltd.

## ILLINOIS

Prairie City, Ill.—A. B. Curtis has remodeled his elvtr.

Dewitt, Ill.—The Farmers Co-op Elvtr. Co. has been organized here.

Edwardsville, Ill.—The Farmers Co-op Elvtr. Co. has been organized here.

Canton, Ill.—George Morron is now mgr. for the Farmers Co-op Grain & Supply Co.

Merritt, Ill.—Harry Furry is now mgr. for the Farmers Elvtr Co., at this point and at Riggston.

Voorihes (Bement p. o.), Ill.—The Voorihes Co-op Co. has been organized at this point.—Laurence Pittman.

Cerro Gordo, Ill.—Herbert Hendricks, bookkeeper for the Co-op Grain Co. here, will succeed W. T. Foote as mgr. Jan. 1.

Millersville, Ill.—J. J. Connerly is again operating the elvtr. here. For the past 2 years it has been operated by Clark Bros.

Cropsey, Ill.—The Farmers Co-op. Co. has installed a new distributing system and new spouts. J. E. Woolston did the work.

Galesburg, Ill.—Chas. E. Emerson formerly with Jas. E. Bennett & Co. at Springfield, is now mgr. for Simons, Day & Co. here.

Girard, Ill.—I have just bot the elvtr. and business of W. L. Alford and will operate under the Girard Grain Co.—L. C. Canham, Virden.

Churchill, Ill.—The elvtr. at this point went out of business some time ago and has been wrecked and the lumber sold.—Ladd Elvtr. Co.

Timewell, Ill.—The elvtr. of the Farmers Co-op. Co. has been repaired and new machinery installed, including dumps and scales, a feed mill and motors.

Atwood, Ill.—I have succeeded C. G. Lough as mgr. for the Atwood Grain & Supply Co.—Lawrence Pittman, mgr. Atwood Grain & Supply Co., Atwood.

Nevada, Ill.—Frank Gibbon, formerly mgr. for the Farmers Co-op Elvtr. Co. at Dwight, is now in possession of the elvtrs. he recently bot of G. E. Hager here.

Bethany, Ill.—On account of illness, I have not been operating the elvtr. since last May, and am out of the grain business for the present.—Thos. W. Abrams.

Laura, Ill.—The Farmers Elvtr. Co. was incorporated for \$60,000 instead of \$40,000 as recently reported. The company bot the elvtr. of the Davis Grain Co. here.

Cairo, Ill.—The Halliday Elvtr. Co. will load grain on barges if the present plans are carried out. Work on remodeling the elvtr. to permit this will be started soon.

Serena, Ill.—C. J. Williams formerly owner of an elvtr. at Utica, Ill., which burned June 25, has succeeded Ed. Grandgeorge as mgr. for the Co-op Grain & Supply Co. here.

Edelstein, Ill.—The Farmers Co-op Elvtr. Co. has completed its organization and will build an elvtr. or buy the ones here. L. E. Overend pres. and Wm. A. Streitmatter, treas.

Peoria, Ill.—The present officers of the S. C. Bartlett Co. are E. V. Maltby, pres.; J. A. Waring, vice-pres.; J. H. Rosensteel, sec'y, and R. L. Coomer, treas.—J. A. Waring.

Niantic, Ill.—C. E. Frederick, who was formerly mgr. for John W. Lynd & Co., is again at the wheel, succeeding John W. Lynd, of Springfield, who has left for Jacksonville.

North Aurora, Ill.—Oscar Jacobs is now mgr. for the Farmers Co-op Co. The new concrete elvtr. has been operating for the last month. Side lines are coal and farmers supplies.

New Douglas, Ill.—Martin Creif, head miller for the Prange Milling Co. for the last 20 years, has resigned and is now in the grocery business at Alton. His successor has not yet been appointed.

Ottawa, Ill.—The Wallace Grain & Supply Co. will operate on a co-op basis after Jan. 1 and will be known as the Wallace Co-op Grain & Supply Co. H. A. Bonjes is mgr. The capital stock is \$32,000.

Dwight, Ill.—Carl Shafer has succeeded Frank Gibbon as mgr. for the Farmers Co-op Elvtr. Co. Mr. Gibbon recently bot 2 elvtrs. of G. E. Hager at Nevada and will give the business there his undivided attention.

Metamora, Ill.—J. R. Wagner, elvtr. owner and operator here, is said to be in bankruptcy. He is reported to have lost heavily on the falling market. The bank is said to have taken over the property and retained him as mgr.

Alonzo, (Wellington p. o.), Ill.—The Farmers Co-op Grain Co. of Goodwine, has completed a concrete elvtr. here, just 3 miles west of their elvtr. at Goodwine and operates it from the Goodwine office.—Boughton Bros., Wellington.

Granville, Ill.—The Farmers Elvtr. Co. has bot the elvtr. recently purchased here by Robt. J. Reid who put it in good condition and operated it for a few months. The Farmers Elvtr. Co. now has 2 houses here. Mr. Reid is out of the grain business.

Varna, Ill.—It was reported last spring that J. C. Maddin had sold his elvtr. but late advices are to the effect that the deal fell thru and he is still operating it for himself. He has installed a new manlift and made repairs on legs and dumps.

Cairo, Ill.—Work is progressing so rapidly on the new elvtr. of Thistlewood & Co. that it is thought the house will be completed by Jan. 1. The roof is on and the floors are nearly completed. The whole plant is of solid concrete. Most of the machinery awaits installation.

Woodhull, Ill.—The Woodhull Grain & Milling Co. has completed its new 30x24x40 ft. mill. The new building is of frame construction covered with corrugated iron and is at the side of the elvtr. A truck dump and a feed mill have been installed. A 10-ton scale has been installed in the elvtr.

Latham, Ill.—Andrew Eisiminger, for many years pres. of the Mt. Pulaski Grain Co., died Nov. 24 following a stroke of paralysis. He was 72 years old and had been in the grain business since 1896. He was well known to grain men in this part of the state and will be greatly missed by his many friends.

Crossville, Ill.—The elvtr. of the Crossville Grain Co. and the stables burned recently. The fire was discovered in the upper part of the elvtr. and had gained such headway nothing could be done to save the building. Some shelled corn and 30 bus. of clover seed were lost. The loss is partially covered by insurance.

South Ottawa, (Ottawa p. o.), Ill.—The elvtr. of the So. Ottawa Co-op Grain & Supply Co. has been closed for over a week and will remain so until repairs and improvements now under way are completed. A new track dump, manlift, rope drive and leg in oat bin will be installed. The warehouse is also being remodeled.

La Rose, Ill.—The new cribbed, iron clad elvtr. of Davis Bros. & Stevenson is practically complete and will be in operation by Jan. 1. It has a capacity of 40,000 bus. and is equipped with dumps, manlift, Richardson Automatic Scale, one leg, with 12x6 cups and motors. The roof is of composite roofing and the elvtr. is practically fireproof.

Sullivan, Ill.—The elvtrs. of Ledbetter & Talbot at this station and at Bruce were reported temporarily closed, Nov. 26. Farmer patrons desired to have the elvtrs. turned over to a trustee but many urged that bankruptcy proceedings be started. The 1st Nat'l. Bank of this city which held a chattel mortgage on the elvtr. at Bruce foreclosed on same and is reported to have sold that house.

## CHICAGO NOTES.

Board of Trade memberships are quoted at \$7,600 net to buyer.

We closed our office at Indianapolis, Ind., Nov. 30.—Bartlett-Frazier Co.

Edwin A. Boerner became floor representative on change for Stein, Alstrin & Co., Dec. 1.

Thomson & McKinnon have opened an office at Washington, D. C., with Herbert H. Brown in charge.

# The GRAIN DEALERS JOURNAL.

## INDIANA

Indianapolis, Ind.—We have closed office at this market Nov. 30.—Bartlett-Frazier Co.

South Wanatah, Ind.—The Farmers Elvtr. Co. has filed a preliminary certificate of dissolution.

Earl Park, Ind.—The Farmers Elvtr. Co. is overhauling its elvtr. J. E. Jackson is doing the work.

Indianapolis, Ind.—The Springer-McComas Grain Co. has filed preliminary certificate of dissolution.

Summitville, Ind.—I am sec'y-treas. and mgr. for the Gordon Grain Co. P. E. Goodrich is pres.—G. F. Jerrell.

Liberty Center, Ind.—I am not engaged in the grain business at present.—Lee R. Highlen, formerly mgr. for Farmers Grain Co.

Knightstown, Ind.—The Hungate Wholesale Co. has bot a site for an elvtr. and coal yard, for \$600. Robt. D. Heaton is local mgr.

Avery, (Michiganiana p. o.), Ind.—Jacob Miller has bot the elvtr. of Chas. Hornbeck and will take possession Mar. 1. Claybaugh & McComas handled the deal.

Malden, (Valparaiso p. o.), Ind.—I am mgr. for the Goodrich Bros. Hay & Grain Co., at this point.—E. N. Jones, (Mr. Jones succeeds Berryman F. Jones who died recently).

Newport (Cayuga p. o.), Ind.—We have the better part of our machinery installed in our new plant at this station and have been receiving grain.—D. P. Williams, agt. National Elvtr. Co.

Anderson, Ind.—The flour steal amounted to about \$700.—Union Grain & Feed Co., G. A. Lambert, mgr. (The details of the robbery were given in the Nov. 25 number of the Journal.)

Lawrenceburg, Ind.—The Lawrenceburg Roller Mills & Grain Elvtr. Co. presented each married employee with a turkey for Thanksgiving dinner and gave each single worker a one dollar bill.

Boone Grove, Ind.—We have completed our elvtr. here and are now handling grain and our feed house is also completed and all kinds of feed are carried.—Boone Grove Grain Co., E. F. Jones, mgr.

Hazelrigg, Ind.—I have quit the grain business. I sold out to the Newton Busenbark Grain Co. last winter.—J. W. Witt, formerly operating as J. W. Witt & Co. here, now at Daytona Beach, Fla.

Amity, Ind.—We have bot the elvtr. of the Union Starch & Refining Co., of Edinburg, at this station and expect to make extensive improvements in the spring.—J. S. Valentine, Valentine & Valentine, Whiteland.

Indianapolis, Ind.—Otto G. Fifield, of Hebron, a grain dealer member of the state legislature, has been appointed by the governor as a member of the visiting com'ite, which carries with it the chairmanship of the Ways and Means Com'ite.

## IOWA

Austinville, Ia.—The Co-op Elvtr. Co. incorporated for \$50,000.

Waukon, Ia.—Fred Nagel is hunting deer in the north.—Geo. B. Marble.

Davenport, Ia.—J. E. Hindman is now mgr. for the Davenport Flour Mills.

Buckingham, Ia.—The Farmers Elvtr. Co. has installed a 10-h. p. engine.

Grundy Center, Ia.—D. J. Peters, of Wellsville, may build an elvtr. here.

Bedford, Ia.—The Farmers Elvtr. Co. is building an addition to its elvtr.

Fort Madison, Ia.—The Farmers Ass'n of Hancock is building an elvtr. here.

Ritter, (Sheldon p. o.), Ia.—Loyd Oesler is now mgr. for the Farmers Elvtr. Co.

Pocahontas, Ia.—The Farmers Grain & Coal Co. has increased its capital stock to \$20,000.

Centerdale, Ia.—We will improve our elvtr. and install new machinery.—Farmers Exchange.

Spencer, Ia.—The Farmers Elvtr. Co. has increased its capital stock from \$25,000 to \$75,000.

Erickson, (Boone p. o.), Ia.—The Farmers Elvtr. Co. has completed a new frame ear corn elvtr.

Independence, Ia.—The Farmers Co-op. Ass'n will buy the elvtr. of C. H. O'Neill. F. Z. Hale will be mgr.

Panora, Ia.—Howard Lathrop has resigned as mgr. for the Farmers Elvtr. Co. and is now mgr. at Palmer.

Atalissa, Ia.—The Merchants Elvtr. Co. is building a 25,000-bu. cribbed elvtr. to replace the house burned Sept. 25.

Maynard, Ia.—Fred Warnke is adding a corn handling plant to his elvtr. here. The Newell Constr. Co. has the contract.

Stout, Ia.—The Farmers Co-op. Elvtr. Co. has increased its capital stock from \$30,000 to \$50,000. Fred Helmers is sec'y.

Woodburn, Ia.—The Farmers Co-op. Elvtr. Co. has been organized here with Martin Ewaldson, pres., and H. Mackey sec'y.

Blencoe, Ia.—The Farmers Elvtr. Co. has increased its capital stock to \$50,000 and has installed truck and wagon dumps.

Richards, Ia.—A. C. Gengerich is now mgr. for the Richards Elvtr. Co. which has recently installed a new scale and dump.

Morningside, Ia.—John A. Reid is remodeling his elvtr. and making general repairs. The Newell Constr. Co. has the contract.

Montrose, Ia.—Farmers Elvtr. Co. incorporated for \$25,000 by Peter Hatton, pres., E. J. Busch, vice-pres. and E. A. McKee, sec'y-treas.

Randolph, Ia.—L. R. Irons has succeeded W. L. Anderson as mgr. for the Farmers Elvtr. Co. Mr. Irons was formerly with J. S. Bachelder & Co.

Miller, Ia.—The report that farmers would remodel their elvtr. here is wrong as they have none at this point. We operate the only elvtr. here.—A. H. Nonneweiler, agt. Quaker Oats Co.

Ute, Ia.—We did some overhauling and installed a motor in our elvtr. We also built a new warehouse which completes our building plans for this season.—C. W. Harkins, mgr. Farmers Elvtr. Co.

Cumberland, Ia.—The new elvtr. of E. & P. Kirchner, just completed, is of frame construction covered with iron siding. It is operated by electric power. The Younglove Construction Co. had the contract.

Lytton, Ia.—We have installed a new scale and dump, as reported, but we have also put in a new pit and a concrete floor thru elvtr. It has been thoroly remodeled.—Robt. L. Jensen, mgr. Farmers Elvtr. Co.

Sigourney, Ia.—The Bruns Seed Co. has let contract to the Newell Constr. Co. for a 25,000-bu. elvtr. and seed warehouse. The elvtr. will have 16 bins, 3 legs, sheller and motors. It will be up-to-date thruout.

Merrill, Ia.—The office of the Farmers Elvtr. Co., the Hoeze Grain Co., and the Atlas Elvtr. Co. were entered by burglars one evening recently and thoroly ransacked. No money was obtained but valuable papers were destroyed and the safes damaged.

Glidden, Ia.—The new 65,000-bu. cement elvtr. of the Farmers Elvtr. Co. has been completed. It consists of 6 tanks, 2 of them being 96 ft. high and the 4 others 65 ft. This will virtually give the company 2 elvtrs. as the old one will still be used for overflow.

Cedar Falls, Ia.—Glen C. Brown, ass't sec'y-mgr. for the Waterloo & Cedar Falls Union Mill Co., has succeeded W. J. Peddicord as gen. mgr. Mr. Peddicord has been with the company for 22 years and has held the position which he resigned, for the last 6 years. He has decided to retire from the grain and milling trade and to devote his attention to the American Trust & Savings Bank, of which he is pres.

## DES MOINES LETTER.

Des Moines, Ia.—Manuel Strom, who was mgr. for the Taylor & Bourne Grain Co. here, is now mgr. for a line of elvtrs. belonging to G. E. Hiner.

Des Moines, Ia.—W. H. Van Maren, formerly ass't mgr. for the W. H. Bartz Grain Co., will travel eastern Illinois, southern Iowa and northern Missouri for A. O. Talbott & Co. of Kokuk.

T. J. Patton has succeeded J. D. Kent as treas. of the Taylor Patton Grain Co. and Gould T. Wells, formerly with the Des Moines Elvtr. & Grain Co., is now with the same company. C. H. Casebeer is mgr.

J. D. Kent, formerly treas. of the Taylor Patton Grain Co., has succeeded Frank H. Hall as mgr. for the Des Moines Elvtr. & Grain Co. Mr. Hall will take an indefinite vacation and will announce his plans later on.

Alva Wynekoop, ass't cashier of Clement, Curtis & Co., is reported to be \$49,000 short in his accounts.

The rate of interest on advances for the month of December has been fixed at 7% by the Board of Trade com'ite.

The following memberships have been posted for transfer on the Board of Trade: Earl Oswald, Geo. F. Powell, W. H. Long, H. F. Bartling, E. C. Morrow, Frank Timm and Edw. C. Graff.

New members of the Board of Trade are: Lawrence Strassburger, Alfred W. Coote, Jas. J. Sheeren, Jr., Antrim R. Stone, Walter C. Hardy, Julian G. Cates, Gerald C. Cudahy, E. J. Mahoney and Harry De Costa.

The final vote on the dissolution of the American Malt & Grain Co. will be taken Dec. 22. The company has 5 elvtrs. and storage houses, one each at Buffalo, Milwaukee and Watertown, Wis., and 2 in Chicago.

Daniel Hereley, senior member of D. Hereley & Sons, died Nov. 29. Mr. Hereley was struck by a train No. 20 and death was the result of the injuries received. He was for many years a member of the Board of Trade.

On Dec. 1st, the business of W. H. Perrine & Co. was consolidated with that of Simons, Day & Co. Owing to Mr. Perrine's severe illness this year, he finds it necessary to take a prolonged rest away from Chicago—on his return, he will be actively associated with Simons, Day & Co., in charge of their cash business.—W. H. Perrine & Co., W. H. Perrine, pres.

Henry W. Rogers, the 3d oldest member of the Board of Trade, sold his membership Dec. 2. Mr. Rogers is 89 years old and has been ill for some time. He retired from active business in 1918. He was a member of H. W. Rogers & Bro. In 1879 he served as 2d vice-pres., in 1880 as 1st vice-pres., and in 1881 as pres. of the exchange. He was also a director many times.

On Dec. 6 the Raymond News Buro began a 12-day campaign for a special flour contribution to the worthy poor of Chicago. Donations are being solicited from Board of Trade firms, consisting of one barrel or more. The Raymond News Buro headed the list with a contribution of 2 barrels. The campaign will end Dec. 18 and the distribution will be made thru organized charity channels or by a specially appointed com'ite. Without solicitation the response already has been generous, several hundred dollars for the purpose having been contributed.

An amendment to the rules of the Board of Trade governing deliveries on contracts for future delivery has been proposed and will be posted for vote in a few days. The amendment provides that the morning delivery in offices, as well as the afternoon delivery on the exchange floor, will be done away with. There will be a delivery on the exchange floor daily from 8:30 to 9:15, with an afternoon delivery only upon the last day of the month. Payment for the delivery must be by 10:30 a. m. the same day. The change is necessary, owing to the banks closing at 2 o'clock.

An addition to Sec. 4 of Rule XIV was approved for ballot Dec. 7 by the Directors of the Board of Trade, as follows, to be known as paragrapf L: "TRANSFER PROHIBITED: Members shall not transfer trades made for their personal account. Members doing a commission business (clearing house members) shall not accept such transfers. But members acting as commission merchants (clearing house members) may clear trades made by another member for his own account on the same day, bot and sold at the same price and same delivery and shall collect therefor a minimum clearing charge of 25c on each 50,000 lbs. of lard or short ribs and on each 250 barrels of pork, and 5c for each 1,000 bus. of grain when in lots of 5,000 bus. or more, and 10c per 1,000 bus. when in lots of less than 5,000 bus. PROVIDED HOWEVER THAT, (1) Members acting as brokers may give up the names of their principals; (2) members may exchange a future contract for cash property; (3) Members trading for their own account may give up the name of a clearing house member; (4) Accommodation trades may be made between clearing house members for the purpose of adjusting existing trades. This rule shall not be used to evade the provisions of the Commission Rule. Any member violating this rule shall be deemed to have been guilty of a grave offense, involving the good name of this Association, and shall be liable to punishment as provided in Section 18 of Rule IV."

Des Moines, Ia.—The Planters Terminal Elvtr. Co. has let contract to Jas. Stewart & Co., for a reinforced concrete elvtr. on the belt line. The working house will have storage room for 100,000 bus. and the tanks will provide room for 500,000 bus. more. Electric power will be used.

## KANSAS

La Crosse, Kan.—The Kansas Flour Mill Co. has let contract for an elvtr. here.

Caldwell, Kan.—The 40,000-bu. elvtr. of the Farmers Co-op Co. has been completed.

Manchester, Kan.—The Manchester Grain Co. is building a new office and will install scales.

Ellinwood, Kan.—G. W. Kendrick has succeeded K. R. Mohn as mgr. for the Ellinwood Grain & Supply Co.

Varner, Kan.—The Consolidated Flour Mills Co., of Hutchinson, was the purchaser of my elvtr. here.—M. A. Richardson.

Emporia, Kan.—The Trusler Grain Co. has closed its office at Sioux City, Ia., and will transact all business thru the office here.

Altamont, Kan.—The Farmers Co-op. Elvtr. Co. has decided to buy the elvtr. of J. H. Rust if it can raise the money. Mr. Rust is said to want \$30,000.

Hugoton, Kan.—We are building a new elvtr. here and will be ready for business Dec. 20. Will handle wheat, milo, kafr and seeds.—H. E. Wheaton Grain Co.

Hutchinson, Kan.—Geo. H. Ricker has succeeded M. Bennett as mgr. for our company here. Mr. Bennett resigned and is now mgr. for the Gladney Milling Co. at Sherman, Tex.—Kansas Grain Co.

Dodge City, Kan.—I intended to open a grain brokerage office here in my own name but I made a good connection with the Gano Grain Co. of Hutchinson, and am now mgr. of its office here.—Joe Fleming.

Wichita, Kan.—Geo. H. Ricker has sold his interests in the C. M. Clark Grain Co. and is now mgr. for the Kansas Flour Mills Co. at the terminal house at Hutchinson, which is operated as the Kansas Grain Co.

Leavenworth, Kan.—The Moore-Lawless Grain Co. has completed the improvements on its plant. The elvtr. was practically remodeled and is up to date in every way. The company spent about \$100,000 in the work.

Wichita, Kan.—Ground for the new 1,200-bbl. mill and 350,000-bu. elvtr. of the Victory Mill & Elvtr. Co. will be broken in a few days. The new company has taken over the business of the Victory Flour Mills Co. J. C. Wilhoit, of Manhattan, is pres. of the company.

Liberal, Kan.—Our new office will contain 5 large modern rooms and a big vault. It is of frame covered with stucco. It will be completed in a few days. I. R. Salley has been mgr. for the last four years not J. R. Salley as reported.—Light Grain & Milling Co.

Bazine, Kan.—The mill and elvtr. of the Associated Mill & Elvtr. Co. of Kansas City, Mo., at this station, is progressing rapidly. The building is 38x47 ft. on the ground and 90 ft. high. It is built of reinforced concrete and will have a storage capacity of 20,000 bus.

Wakefield, Kan.—O. D. Brueggemann, of Clay Center, and C. E. Tutwiler, of Topeka, have bot the Wakefield Flour Mills operated by H. Neomiller & Sons, and will operate as the Wakefield Milling Co. Mr. Brueggeman will manage the plant and Mr. Tutwiler will operate it.

## KENTUCKY

Louisville, Ky.—Mail addressed to Davis & Hamilton, Todd Bldg., is returned with the stamp "Unclaimed."

## MARYLAND

New Windsor, Md.—The New Windsor Farmers Exchange Co. incorporated for \$20,000 to deal in grain, coal, lumber, feed, etc.

### BALTIMORE LETTER.

Warren A. Lamson and Malcolm E. Grant have applied for membership in the Chamber of Commerce.

Nelson J. Ross has been admitted to membership in the Chamber of Commerce and the membership of Gerald F. Earle has been posted for transfer.

John T. Fahey & Co. and Lamson Bros. & Co. of Chicago have jointly established a private wire between this city and Chicago.

Leonard C. Ibister, formerly mgr. for Bolle-Watson Co. Inc. of New York, in this city, is slated for the management of the cash brokerage and new forwarding department of Dennis & Co. He has applied for membership in the Chamber of Commerce.

A nominating com'ite will be appointed by the directors of the Chamber of Commerce at its next regular meeting to nominate 5 directors for 1921. The directors of this exchange are elected for a 3 year term, 5 being chosen every year. Those retiring Jan. 1 are Pres. W. H. Hayward; Vice-pres. E. F. Richards; Chairman Eugene Blackford of the executive com'ite; Frank S. Dudley and C. P. Blackburn.

## MICHIGAN

Lamb, Mich.—Nelson Hartson is now sec'y-treas. and mgr. for the Co-op Elvtr. Co.

Hemlock, Mich.—The Hemlock Elvtr. Co. has increased its capital stock from \$36,000 to \$100,000.

Kalamazoo, Mich.—The County Farm Buro will build a co-op. elvtr. here. The buro will spend \$100,000 on the elvtr. and warehouse.

Union City, Mich.—The elvtr. of the Farmers Co-op. Co. has a capacity of 8,000 bus. C. J. Miller is mgr.—R. A. Randall, Union City Milling Co.

Akron, Mich.—James L. Ross is the new mgr. for our company here. We operate the elvtr. formerly owned by the Hess Co.—Grange Co-op. Elvtr. Ass'n.

Sharpville, Mich.—We have completed and are operating a new elvtr. at this station and we also maintain a loading station at Mitchell.—Grange Co-op. Elvtr. Ass'n, Akron.

Detroit, Mich.—We will not build anything, at present—prices too high. Labor cost must come down before we do any building—we can wait 10 years or more.—Commercial Milling Co., (recently reported as contemplating the building of warehouses and new office).

Jackson, Mich.—Because of present business conditions, the directors of this Ass'n have decided to cancel the date of the mid-winter meeting. It is therefore probable that our next meeting will be the annual meeting to be held in July.—J. C. Graham, sec'y Michigan Hay & Grain Ass'n.

Nashville, Mich.—The new elvtr. of the Nashville Co-op Elvtr. Co. is ready for business and will be put in to operation in a day or two. The house which was formerly the elvtr. of Ray C. Townsend, has been rebuilt and the old machinery replaced by new. The company also enlarged its office and built a new driveway.

## MINNESOTA

Denison, Minn.—The Denison Farmers Co-op Co. has increased its capital stock to \$75,000.

Alpha, Minn.—The Farmers Co-op Society has completed its new elvtr., and it is now in operation.

Madelia, Minn.—C. S. Christenson & Co., operating a mill and elvtr. here, are reported to have been forced to close.

St. Paul, Minn.—M. L. Johnson is mgr. of the eastern office of our company.—Montana Grain Growers Elvtr. Co., Helena, Mont.

Fountain, Minn.—Thos. Kelly has taken over the interests of the La Crosse Grain Co. here and I am mgr.—G. H. Goodfellow.

Northfield, Minn.—The Theobald Milling Co. will build an 8-concrete tank elvtr., 60 ft. high, a 60x150-ft. concrete feed warehouse and a feed mill.

Wells, Minn.—Byrnes & Heath, who operate an elvtr. here, have leased the old mill elvtr. and remodeled it for the handling of wheat and small grains. The company will also operate a corn elvtr.

Glenville, Minn.—The Co-operative Equity Exchange subscribed stock around here to buy our elvtr., but no deal has yet been made, as reported. It is still pending.—Jas. P. Olsen, mgr. Farmers Elvtr. Co.

Sauk Center, Minn.—We have sold one of our elvtrs. formerly known as the Lee-Gingery Elvtr., to the Equity Exchange, providing it can sell enuf stock to justify the organization of a company here.—Central Minn. Power & Milling Co.

Westbrook, Minn.—John L. Sammons has been appointed trustee in bankruptcy for the Krueger Elvtrs. Kurt Krueger, operator and mgr., disappeared last August. His books were at that time in order and no reason for his disappearance has ever been found.

### MINNEAPOLIS LETTER.

The offices of the Montana & Dakota Elvtr. Co. have been moved from the Chamber of Commerce Building to the Corn Exchange Building.

Harry F. McCarthy of the International Elvtr. Co., is another invalid who has been welcomed back to the floor. He has been ill for several weeks.

Rube Godfrey has so far recovered from his recent accident in which he suffered a broken leg, that he is again able to take his place on the trading floor. He is with the Godfrey Grain Co.

The Gee-Lewis Grain Co. has closed its offices. Mr. Gee said that the company had lost considerable money and rather than send good money after bad, had shut down. It was trying to "get out from under." Auditors are now working on the books. The company recently bot an elvtr. at Kasota. It is thought that the assets greatly exceed its liabilities.

E. V. White, pres. of the Chamber of Commerce in 1882, died recently and was buried at his old home in La Crosse, Wis. He was the second pres. of the exchange and a charter member. He was well known in grain circles and built the White-Freeman Flour Mill, now known as the Listman Mill, at La Crosse, in 1871. He was 92 years old at the time of his death.

Chas. M. Amsden, for 40 years prominent in grain circles here and in the northwest, died Dec. 2 at the age of 71. He came to this city in 1879 and was connected with the old grain firm of Pillsbury & Hulbert. In 1886 the firm was succeeded by the Minneapolis & Northern Elvtr. Co. and Mr. Amsden later became pres. and gen. mgr., holding the office until 1911, when he retired. For the following 5 years he maintained a private office with his brother. He was a member of the Chamber of Commerce and retained his membership until 1916, when he retired from business altogether. He is survived by his twin brother and a sister.

## MISSOURI

Halls, Mo.—The Halls Elvtr. Co. has been organized to build an elvtr.

Centralia, Mo.—The Producers Grain Co. has installed a 15-h.p. motor and a new feed mill in its elvtr.

Carrollton, Mo.—Cecil Wayland has succeeded R. D. Jay as mgr. for the Farmers Grain & Supply Co.

Smithville, Mo.—J. A. Krall, county agt., advises that a co-op. elvtr. company will be organized here at once.

Moberly, Mo.—Mail addressed to the Long Commission Co. is returned with the notation "out of business" and "left city."

Jasper, Mo.—The Farmers Co-op Elytr. Co. has bot the plant of the McDaniel Milling Co., of Carthage, here. John Campbell will be mgr.

Edina, Mo.—Cooper & Portzline have traded 2 farms for the Edina Roller Mills formerly owned by J. F. Stephenson. Mr. Portzline will be in charge.

Phelps City, Mo.—The Farmers Co-op Ass'n has been organized with a capital stock of \$15,000. The company will negotiate for one of the local elvtrs.

Rushville, Mo.—The Rushville Elvtr. Co. has been incorporated for \$30,000 to build an elvtr. E. H. Browning, M. H. Woolston and J. W. Faris are some of the directors.

St. Charles, Mo.—The chain of elvtrs. to be built by the Farmers Buro in this county will not materialize this year at least. The buro has dropped the plan for the present.

Leonard, Mo.—The Farmers Elvtr. Co. will not build an elvtr. this winter but will handle feed, etc. and put up the elvtr. in the spring. The company has a capital stock of \$10,000.

### KANSAS CITY LETTER.

R. T. Morrison, pres. of the Morrison Grain Co., was married, Nov. 23 to Mrs. Gertrude Edmonson, who was ass't supt. of the public schools here.

# The GRAIN DEALERS JOURNAL.

Mrs. Susan B. Thresher died at the home of her son, R. J. Thresher, of the Thresher-Fuller Grain Co., Dec. 1.

Mail addressed to the Midwest Brokerage Co., organized by E. P. Loppen last winter, is returned "unclaimed."

The annual donation of the members Board of Trade and their employees to the al-lited charity fund was \$16,000.

H. P. Ghiselin, who has been connected with the Beyer Grain Co., at this market, is now with the Scott-George Grain Co. of Denver.

Paul Uhlmann mgr. for the Terminal Elvtr. Co., has been passing the cigars around in honor of the arrival of a second baby son at his home.

The minimum commission charges for selling grain as adopted by the Board of Trade in an amendment to its rules, Nov. 25, are: Wheat 1½ c a bu.; rye, barley, shelled, ear or snapped corn and screenings, 1c a bu.; oats, ¾c a bu. and kafr, milo and feterita, 2c per cwt.

## ST. LOUIS LETTER.

W. B. Fish has applied for membership in the Merchants Exchange on transfer from O. J. Wright.

Work on the new elvtr. and office building of the Ralston Purina Mills Co. is being rushed with all speed possible.

The rate of interest on advances for the month of December has been placed at 7% by the directors of the exchange.

Henry B. Peters, one of the oldest members of the Merchants Exchange, died Nov. 23. He was for many years in the grain brokerage business and was one of the pioneer members of the exchange. He lived in this city for 70 years and altho he gave up active business several years ago had retained his membership. He was 85 years old and is survived by his 2 sons, M. C. Peters of the M. C. Peters Mill Co., and A. D. Peters of Omaha, Neb.

## MONTANA

Helena, Mont.—J. G. Crites is gen. mgr. of the Montana Grain Growers Elvtr. Co., with offices in this city.

Lewistown, Mont.—The Montana Flour Mills Co. which operates 53 elvtrs. in the Judith Basin and the Gallatin Valley, elected C. R. McClave pres. at its recent annual meeting. R. J. Anderson remains sec'y and J. R. Swift, treas.

Malta, Mont.—The elvtr. of the Equity Elvtr. Co., containing 25,000 bus. of grain, burned Nov. 21 at 10:45 p. m. As it was Sunday the elvtr. was not in operation and no cause can be given for the fire. The house is a total loss altho some of the grain can be salvaged. The insurance on the building amounted to \$15,000. Plans are being made to rebuild the house at once and Mgr. Wm. Newman is buying grain on track. Firemen claim they could not save the building because the flames had gained considerable headway but they also said the elvtr. was too high to be successfully defended.

## NEBRASKA

Oakland, Neb.—The Swanson Grain & Coal Co. has succeeded the Samson-Swanson Co.

Scribner, Neb.—Our new fireproof office cost approximately \$10,000.—Farmers Co-op. Merc. Co.

Osmond, Neb.—Wm. Dockensas is mgr. for the Atlas Elvtr. Co., which has recently opened its elvtr. here.

Dalton, Neb.—Roy Johnson, of Morrill, has succeeded P. W. Cramer as mgr. for the Central Granaries Co.

Giltner, Neb.—The Farmers Elvtr. Co. has completed the installation of its feed mill and is now operating it.

Elmwood, Neb.—T. L. Hartmar is mgr. for the Farmers Elvtr. Co. but is now on a 30 day leave of absence.

Shelton, Neb.—The Grange Elvtr. Co. incorporated for \$25,000 by C. L. Stack, C. H. Bly, Ed Smith and others.

Bartley, Neb.—We are building a new elvtr. at Holyoke, Colo., and expect to remodel and enlarge our elvtr. here.—E. E. Smith.

Annan (Glenville p. o.), Neb.—Walter Hogue, formerly with the Farmers Union at Glenville, is now with the Farmers Grain, Coal and Live Stock Ass'n.

Superior, Neb.—The report that we would build an elvtr. here is premature as we have no definite plans at present.—James C. Norgaard, mgr. Farmers Union.

Rushville, Neb.—Budd Randall is now mgr. for the Nye Schneider Fowler Co. at this station, having been transferred from the company's elvtr. at Hay Springs.

David City, Neb.—The Bell Elvtr. of this place has been bot by Fred Graves, formerly of Foss, Oklahoma, where he has been in the grain business for a number of years. He still owns half-interest in an elvtr. there.

Springfield, Neb.—The erection of the proposed elvtr. at this place has been indefinitely postponed on account of unsettled conditions, high cost of materials, etc. No definite action seems likely before next spring.—M. O. Christian, mgr. Farmers Co-op. Grain Co.

## OMAHA LETTER.

The office of the O'Donnell Grain Co. in this city has been closed. The firm has its headquarters in Denver, Colo.

F. R. Deffenbaugh, formerly wheat buyer for the Omaha Flour Mills Co., became associated with the Butler-Welsh Grain Co. Nov. 1.

A complete roster of the new officers of the Grain Exchange is as follows: Chas. H. Wright, pres.; C. S. Rainbolt, 1st vice-pres.; J. A. Bender, 2nd vice-pres.; E. E. Huntley, treas. and Frank P. Manchester, sec'y.

We bot the membership and the office fixtures of the O'Donnell Grain Co. when it closed the office here and we now occupy the old one of that company in the Grain Exchange,—Butler-Welsh Grain Co.

## NEW ENGLAND

Middlefield, Conn.—The Middlefield Grain & Coal Co. is building an elvtr.

## NEW MEXICO

Levy, N. M.—The Farmers Warehouse Co. will install new machinery in its warehouse which has been repaired. Four new bins have been added.

## NEW YORK

Waverly, N. Y.—The Tioga Mill & Elvtr. Co. is building a 50x80 ft. 1-story warehouse with basement.

Buffalo, N. Y.—The Lewis Grain Corporation has been incorporated for \$20,000 by C. C. Lewis, John B. Stoutsen and I. E. Thrun.

Baldwinsville, N. Y.—The Frazee Milling Co. has completed a new mill, warehouse and a 50,000-bu. tank elvtr. The entire plant is of concrete and is electrically driven.

Buffalo, N. Y.—Herbert T. Morey, pres. of H. T. Morey, Inc., reported to be discontinuing business, Nov. 10, is said to have disappeared Oct. 26 and he has not been seen since. H. J. Burns, vice-pres. of the company has brought suit against Morey and the Seymour-Wood Grain Co. for \$3,000 said to have been paid by a corporate check drawn by Morey to the defendants.

New York, N. Y.—The firm of Siglow, Deming & Co. is a partnership formed Nov. 1st. Mr. Siglow was export mgr. for A. P. Youngblood Inc. for the last year and a half and for the 5 years prior to that was an officer of the General Trading Corporation. Mr. Deming is also an exporter but will not officially join the company until Dec. 15th. The firm is a member of the Produce Exchange and will do a merchandising business in cereal products and wheat flour, specializing in the export end of same. Domestic business will not interest us at the present time.—Robert Siglow.

## NORTH DAKOTA

Glenn Ullin, N. D.—The Co-op Elvtr. Co. will make repairs in its elvtr. and build an addition to its warehouse in the spring.

Hoople, N. D.—The St. Anthony & Dakota Elvtr. Co. has installed a truck dump and a cleaner in its elvtr. S. H. Stewart is agt.

Parshall, N. D.—The elvtr. of The Berge Elvtr. Co. burned recently with a total loss. It contained 27,000 bus. of wheat at the time of the fire.

Goodrich, N. D.—We have remodeled our office and driveway, put a concrete foundation under the elvtr. and installed a manlift.—J. R. Doering, mgr. Doering Grain Co.

Driscoll, N. D.—The recently incorporated Driscoll Grain Co. has bot the elvtr. of J. E. Tierney. The company also bot the coal yards.—Chas. Hoberg, mgr. Driscoll Grain Co.

Mannhaven, N. D.—The elvtr. of the Occident Elvtr. Co. which burned last September, will not be rebuilt. The company has sold the site.—Jas. Young, mgr. Bismarck Elvtr. & Investment Co.

Barney, N. D.—We still have our headquarters at this point altho we have sold our elvtr. here. We operate our elvtr. at Mooreton and R. W. Sether is mgr. there.—E. E. Bailey, mgr. Bailey & Sether Elvtr. Co.

Kongsberg, N. D.—It is reported that all of the elvtrs. at this station burned recently. Those listed are 1 owned by W. W. Whipple and 2 by the Farmers Co-op. Elvtr. Co. It is also said that the contents of the elvtrs. were destroyed.

Goodrich, N. D.—We placed our old 5 ton scale on the outside for a coal scale and replaced it with a 6-ton Fairbanks and put in a Benson Truck Dump. We remodeled our office, lowered the pan and put in new pits.—Davis & Hendricks.

## OHIO

Massillon, O.—The West Side Milling Co. is reported to have sold its flour and feed mill.

Pleasant Hill, O.—Pleasant Hill Farmers Exchange incorporated for \$35,000 by E. Sleppy, G. E. Kinnison and others. An elvtr. will be built.

Mt. Cory, O.—Thos. P. Riddle, formerly of Lima, has filed suit against the Farmers Elvtr. & Exchange Co. of this city for \$1,577.60.

Grove City, O.—The Grove City Farmers Exchange has been organized to build an elvtr. Sam Chambers, Wm. Miller and Ray Barer are among the directors.

Youngstown, O.—Samuel B. Clegg, of Clegg Bros., died Nov. 18, at the age of 63. He has been ill for a long time but was very active in grain circles for many years.

Russia, O.—The Equity Union Exchange has been organized with a capital stock of \$30,000 by B. L. Gilliot, pres.; Frank Lachey, vice-pres. and John Monnin, sec'y-treas. and will buy a local elvtr.

Luckey, O.—We have consolidated with the Farmers Elvtr. Co. at Le Moine and will build an elvtr. there next summer. Will buy machinery when elvtr. is built.—W. H. Slaybaugh, mgr. Farmers Elvtr. Co.

Dallas, (Urbana p. o.), O.—The elvtr. of C. S. Petry containing 400 bus. of oats burned recently. The fire was discovered at 2 a. m. and the building was a mass of flames before help arrived. The loss will amount to several thousand dollars but is partially covered by insurance. Mr. Petry, whose home is in Piqua, bot the elvtr. about the fifteenth of November with the idea of forming a co-op company to operate it. It formerly belonged to P. W. Young of Lima.

## CINCINNATI LETTER.

Miss Ursula Patterson, official stenographer for the Grain & Hay Exchange, was married recently to John M. Hackman of Dayton. They will make their home in Los Angeles.

Frank Maguire, who has been seriously ill with influenza, is reported somewhat better. E. B. J. Drummond the new traffic mgr. of the exchange, was the speaker of the occasion and talked of traffic matters at this market which was of great interest to the members of the exchange. A resolution favoring plural memberships from firms was adopted. After a splendid dinner, the evening entertainment was given.

The Bunting & Hill Co. has taken over the warehouse and elvtr. of the J. F. Costello Hay & Grain Co. and will move its offices to the plant. Mr. Costello has been ill for some time and does not feel that he can take care of the business properly. He will however enter the commission business, occupying the old office of the Bunting & Hill Co. in the Thomas Building. The new company will improve the warehouse and elvtr. and make many changes, according to local report.

The Grain & Hay Exchange held its annual membership meeting Dec. 2, at Claremont, Southgate, Ky. The entertainment com'ite of which H. E. Niemeyer is chairman, furnished a most enjoyable evening's entertainment for all who came.

Mrs. Mary P. Wess, wife of B. H. Wess, treas. of the Grain & Hay Exchange and pres. of B. H. Wess & Co., died recently after a lingering illness, at the age of 63. She is survived by 3 sons and 3 daughters beside her husband. The condolences of the trade are extended to Mr. Wess.

#### TOLEDO LETTER.

Ralph G. Williams has been admitted to membership in the Produce Exchange.

H. I. Shaub has been admitted to membership in the Produce Exchange and the membership of L. J. Ulrich has been transferred to L. G. Williams.

Abner Gitteau of W. H. Moorehouse & Co., died recently at the age of 74. He had been with the above company for 28 years and was well known to the grain and seed trade at large.

#### OKLAHOMA

Oklahoma City, Okla.—The Acme Milling Co. has closed its plant according to all reports.

Claremore, Okla.—Hurst Grain Co. incorporated for \$25,000 by H. C. and W. B. Hurst and W. L. Shelton.

Bradley, Okla.—The Bradley Elvtr. & Warehouse Co. is installing a larger engine in its elvtr.—Thos. Rogers.

Wetumka, Okla.—The Pickens-Holmes Grain Co. has leased the elvtr. of the Brazil Mill & Elvtr. Co. and are now operating it with M. L. Wagener, of Holdenville, as mgr.

Clinton, Okla.—We sold our elvtr. here to Clinton Strong, who later sold it to the Farmers Union Co-op Ass'n, which is now operating it.—P. T. Newkirk, sec'y-treas. Clinton Milling Co.

Wewoka, Okla.—J. T. Garner, of Milburn, is negotiating for a site for an elvtr. here. As soon as the matter is settled the elvtr. will be a sure proposition according to the Commercial Club.

Frederick, Okla.—The new 50,000-bu. elvtr. of the Billingslea Grain Co. is 96 ft. high and will be operated by electricity. A large office is being built also and work on the entire plant is being rushed.

Adair, Okla.—Our old firm disposed of all its business here last summer to the Mayes County Farmers Co-op Ass'n and I am located at Emporia, Kan., at present.—E. E. Rinker, formerly of Mohn & Rinker.

Foss, Okla.—I have sold a half interest in my grain business here to my brother E. A. Graves and we will do business under the name of Graves Bros. with E. A. Graves as mgr. I have bot out the Bell Elvtr. at David City, Neb., which I will manage.—Fred Graves.

Enid, Okla.—The Geis-Price Grain Co. has succeeded the J. C. Price Grain Co., formerly of Salina, Kan. We have bot the elvtr. of J. H. Shaw and will operate it from the downtown office on Broadway. The Geis-Price Grain Co. was formerly in business at Cordell, Okla.—J. G. Price.

Hooker, Okla.—The new 30,000-bu. concrete elvtr. of the C. M. Light Grain & Milling Co. has been completed and is in operation. It is 28x32 ft. and 90 ft. high, containing 11 bins. The equipment includes an auto dump, automatic scale, 14-h.p. oil engine, wire rope drive, Hall Distributor and a 10-ton wagon scale.

Ryan, Okla.—The fire in my elvtr. Nov. 25, started in the top of the elvtr. and is thought to have been due to a hot box. The building was partially covered by insurance, stock fully covered. The office and coal bins were all that were saved. Mill feed and flour was only slightly damaged by water.—L. L. Thorp, prop. Ryan Elvtr. (The elvtr. contained about 8,000 bus. of oats, 3,000 bus. of wheat and 800 bus. of kafir.)

Tyrone, Okla.—J. R. Rich and A. J. Hughes are building an ironclad, frame elvtr. of 28,000 bus. capacity.—Light Grain & Milling Co., Liberal, Kan. (The company operates as the Hughes & Rich Grain Co. and it is thought that the new house which is 26x33 ft. on the ground and 80 ft. high will be completed by Dec. 15. There will be 15 bins and a 22 ft. pit. The equipment will include a 15 h. p. oil engine, 10 ton scale, automatic scale and a truck dump.)

Buffalo, Okla.—Wallingford Bros. bot the elvtr. of the Buffalo Grain & Coal Co.—K. B.

Imo, Okla.—We have increased our capital stock from \$20,000 to \$100,000 and will build a 100,000-bu. storage elvtr. equipped with a cleaner. This will be strictly a farmers terminal, with a bonded warehouse proposition, the stock has been subscribed by about 160 farmers within a radius of 400 sq. miles. Imo is a new town on the Santa Fe, 8½ miles southwest of Enid in the heart of the wheat belt. It has just been approved by the government as a postoffice.—C. R. Kelly, mgr., Imo Terminal Elvtr. Co.

#### OREGON

Springfield, Ore.—When we overhauled our mill and elvtr. we installed a new receiving separator.—Springfield Mill & Grain Co.

Portland, Ore.—The following have been admitted to membership in the Pacific Northwest Grain Dealers Ass'n: E. Rohlfing Co., Portland, Ore.; Gordon T. Shaw, Seattle, Wash.; F. Lowden Jones, Seattle, Wash.; Vollermer-Clearwater Co., Lewiston, Idaho; Suzuki & Co., Seattle, Wash.; Balfour-Hyde Grain Co., Greely-Johnson Grain Co., E. C. Blanchard & Co., Falls City Mill & Feed Co., Spokane Flour Mills, Boyd-Conlee Co., Central Hay & Grain Co., Sperry Flour Mills, and Spokane Seed Co., all of Spokane, Wash.—H. N. Stockett, sec'y.

#### PENNSYLVANIA

Midvale, Pa.—Dr. J. S. Stevenson has built a new \$10,000 elvtr. and feed mill, operated by electricity. The building is 100x30 ft.

#### PHILADELPHIA LETTER.

The Iron City Elvtr. Co. has applied for a Pennsylvania charter.

Chas. J. Haigh has applied for membership in the Commercial Exchange.

Wm. M. Richardson, vice-pres. of Richardson Bros. and pres. of the Philadelphia Export Co., has fully recovered from his recent serious attack of pneumonia and is again at the office.

John K. Scattergood, who has been thru a siege of typhoid fever lasting 20 weeks, is again at his desk in the office of S. F. Scattergood & Co. He was royally welcomed by his many friends on change.

The Austin Boyd Co. has been organized in this city to deal in grains and mill feeds. The new company opened offices Dec. 1 in the Bourse Building. Mr. Boyd was connected with the Quaker City Flour Mills Co. for 9 years and has been a member of the Commercial Exchange for the last 2 years.

#### SOUTH DAKOTA

Badger, S. D.—I recently bot the elvtr. of W. I. Thompson and am in possession.—F. I. Oustad.

Eagle Butte, S. D.—We have completed our 30,000-bu. elvtr. and have installed up-to-date machinery including a cleaner, manlift, auto truck dump and 15-h.p. gas engine.—H. J. Fischer, mgr. Eagle Butte Equity Exchange.

Melham, S. D.—The new elvtr. of the Dakota Farmers Co-op Elvtr. Co. is now complete. The company has been buying on track since the old elvtr. burned a few weeks ago. The new house is modern in every way and is now in operation. T. E. Ibberson had the contract.

Raymond, S. D.—The two elvttrs. of the Farmers Elvtr. Co. containing about 20,000 bus. of grain burned at 6 p. m., Nov. 29. The blaze which is thought to have been due to a hot box in the pit started in the old 25,000-bu. elvtr. and spread to the new 40,000-bu. house immediately. The new house was only 4 ft. from the old one. The loss is estimated at \$150,000 and is partially covered by insurance. The coal sheds which were full at the time also burned and are believed to be a total loss.

#### SOUTHEAST

Richmond, Va.—We have succeeded Carter-Venable & Co.—The Carter-Venable Co. Inc., A. Reid Venable.

Montgomery, Ala.—We are just moving from our old location to a better one and will increase our elvtr. storage and milling capacity. We have bot about all the new machinery needed and will install same early in January, 1921.—Capital Grain & Feed Co.

#### TEXAS

Childress, Tex.—W. R. Andrews will be our mgr. here after Jan. 1.—Huggins-Andrews Co.

Archer City, Tex.—The Graham Mill & Elvtr. Co. of Graham, has bot the elvtr. of M. Carver at this station.

Sour Lake, Tex.—Sour Lake Grain Co. Inc. incorporated for \$7,000 by J. E. Josey, R. C. Miller and A. B. Goodman.

Dalhart, Tex.—The new elvtr. and warehouse of the McFarland Grain Co., of Texhoma, Okla., is now in operation.

Waco, Tex.—W. M. Lee, employed in the elvtr. of the Clement Grain Co., died recently from injuries received while at work.

Vernon, Tex.—H. E. Ridgeway, for the last 7 years foreman at the elvtr. of the Kell Milling Co., died recently at the age of 43.

Kress, Tex.—We have nearly completed our new 12,000-bu. elvtr. addition. The White Star Co. had the contract.—Farmers Mill & Elvtr. Co.

Wichita Falls, Tex.—Overton McDowell, formerly with the Wichita Mill & Elvtr. Co., has bot the grain business of the J. C. Hunt Grain Co.

Sherman, Tex.—M. Bennett, formerly mgr. for us at Hutchinson, Kan., is now mgr. for the Gladney Milling Co. of this city.—Kansas Grain Co.

Sherman, Tex.—I have discontinued business at this point, where I operated as the Andrews Seed & Grain Co. I am now located at Nashville, Ark.—T. H. Andrews.

Leonard, Tex.—The O. H. Black Grain Co. has been incorporated for \$20,000 by O. H. Black, J. A. Craft and C. P. Neale. The company formerly operated as Black & Craft.

Dallas, Tex.—C. J. Thomas of the Thomas Grain, Milling & Elvtr. Co. has been made defendant in bankruptcy proceedings brot by the Lillard Milling Co. The plaintiffs ask for \$2,949.30 due them.

Lockney, Tex.—The Farmers Co-op. Elvtr. Co. has let contract to M. M. Egan & Sons for a 50,000-bu. elvtr. to replace the house burned Oct. 2. Every effort will be made to have the new elvtr. completed and in operation in 60 days.

Robstown, Tex.—W. A. Connally & Co. have succeeded L. B. Jeffers who is not in the business now. We have only recently opened an office for grain business here but we handle all kinds of grain and feed in large quantities. We do not operate an elvtr. but ship in car load lots.—Robt. C. Mackey, mgr. S. Maston Nixon, Co.

Granbury, Tex.—The four main buildings of our plant burned on Nov. 15 and included the flour mill, peanut plant, office and feed grinding, mixing and packing plant. Our two steel grain tanks were connected to the flour mill by a tunnel, which was all of stone except a wooden conveyor box. The fire made its way thru the tunnel to the two 40x40 steel tanks, and burned all the partitions in them, the partitions being of cribbed construction. The fire was discovered at 2:30 p. m., having started in the head house of the peanut plant. A strong gale was blowing from the northwest and we had no chance to get control of the flames. The blaze must have started in the head of one of the many elvttrs. in the head house, as the plant was in full operation. There were 52 girls on the 1st floor when the fire was discovered but every one escaped without injury. Our loss is \$225,000 on buildings, and \$195,000 on machinery beside our loss on stocks of wheat, peanuts and their products, flour, corn meal and bran. The insurance on the plant amounted to about ¼ of the loss.—Earl Cogdell, Granbury Milling Co.

#### UTAH

Trenton, Utah.—We are building a work house to our elvtr. but will not materially increase its capacity.—H. T. Petersen, Trenton-Clarkston Mill & Elvtr. Co.

Ogden, Utah.—The plant of the Sperry Mill Co. will be formally opened Jan. 6, 7 and 8, for the inspection of the general public. As the dates coincide with those of the Livestock Exposition the company expects many grain and cattle men will be its guests. The plant will be completed and put into operation about Dec. 15, and visitors will be shown every detail of the handling of grain from the time it is received from cars at the elvtr. until it is sent to the mill and converted into flour, etc.

# The GRAIN DEALERS JOURNAL.

## WASHINGTON

Davenport, Wash.—The Big Bend Milling Co. has increased its capital stock to \$150,000.

Spokane, Wash.—The Centennial Mill Co. has increased its capital stock from \$1,500,000 to \$7,500,000.

Rosalia, Wash.—We will not make any improvements in any line for the present.—C. E. Shipley, mgr., Rosalia Supply Co.

Ellensburg, Wash.—The new feed mill and grain elvtr. of R. P. Tjossem & Son are practically completed and will be put into operation at once. The elvtr. is of cribbed construction on a concrete foundation and is 55 ft. high with a capacity of 10,000 bus. It was built for the handling of bulk grain and is equipped with the necessary machinery including a 15-h.p. motor. The feed mill is in the company's old warehouse which has been repaired and covered with corrugated iron.

## SEATTLE LETTER.

We now have a branch office in this city and I am mgr.—J. H. McKoane, Quinn Shepherdson Co.

The Olwell Grain Co. which opened offices here in September, is short on its December wheat deliveries and its liabilities are placed at \$150,000 to \$200,000. The firm also operates at Coulee City. W. J. Olwell, mgr., made the announcement to the trade.

The Port Commission has been granted permission by the State Public Service Commission to reduce charges for the handling, storage, etc. of bulk and sacked grain. The Port Commission some time ago adopted a resolution providing for the reduction and it was put into force by Traffic Mgr. Ivar A. Pedersen. Some of the reductions follow: Wharfage, including unloading cars or handling from ship's side, piling and 10 days free storage, from \$1 to 75¢ on sacked grain; elevation, including unloading cars, binning and 10 days free storage, from \$1 to 50¢ on bulk grain and from \$1 to 65¢ on sacked grain; storage on bulk grain reduced from 25¢ a month to ½¢ on bulk and ¾¢ a day on sacked grain; loading bulk grain on cars from 35¢ to 15¢ a ton but no change for sacked grain which is 35¢. Delivery to vessel of bulk grain is cut from 35¢ to 10¢ a ton but remains 35¢ on sacked grain. Cleaning bulk grain is now 15¢ a ton instead of 25¢ but the sacked rate is 45¢ as heretofore. No change has been made for sacking bulk grain which is still 50¢ a ton and transferring from one bin to another or mixing remains at 10¢ a ton. Grain to be scoured will be taken care of under the following tariff: 1 to 3%, 35¢ a ton for bulk grain and 65¢ for sack grain. 3½ to 7%, 60¢ a ton on bulk grain and 90¢ on sacked grain; 7½ to 15%, 75¢ a ton on bulk grain and \$1.05 on sacked grain; 15½% and over, 85¢ a ton on bulk grain and \$1.15 a ton on sacked grain. Any special service will be performed at a cost rate plus 15%. The reductions give Portland, Ore., and this city a uniform rate of charges.

## WISCONSIN

Cashton, Wis.—The Cashton Elvtr. Co. has increased its capital stock to \$30,000.

La Crosse, Wis.—The Kansas Flour Mills Co. has let contract to Barnett & Record Co. for an elvtr.

Lomira, Wis.—Edward Stern has sold his interest in the Star Malt & Grain Co. and moved to Milwaukee. He has been in the grain business here for many years.

Shawano, Wis.—Chas. Eberlein has resigned as mgr. of the elvtr. of the Dodge-Hooker Mills Co. after 14 years' service. He has decided to give up the grain business.

Eagle, Wis.—The Anderson Lumber Co. of Palmyra has bot the elvtr. of the Eagle Grain Co., owned and operated by D. W. Pardie. Mr. Pardie will retire from the grain business in which he has been engaged for many years.

Tomahawk, Wis.—At the present time we are only handling feed, hay and flour in a small way but we expect to build a grain elvtr. and a large potato warehouse in the spring of 1921 or as soon as we can settle as to a site. We expect it will be on the C. M. & St. P. Beside the necessary equipment for the elvtr. and warehouse we will probably install a mill for feed grinding. The firm is composed of myself and N. W. Searle who has just returned from 27 months' service with the marines in France.—Art A. Searle.

Amherst, Wis.—The Jackson Milling Co. will install a new heating system in its plants here and at Nelsonville.

## MILWAUKEE LETTER.

The Chamber adjourned its business session at 12 o'clock, noon, on "Armistice Day", Nov. 11.

The rate of interest on advances for the month of December has been fixed at 8% by the Finance Com'te of the Chamber of Commerce.

Capt. E. B. Parsons, a member of the Chamber of Commerce since 1865, died Nov. 17, at the age of 81. He retired from active business in 1911 and has been ill nearly all of the time since then.

Election returns were received in the Exchange Room of the Chamber of Commerce on the evening of Nov. 2nd, and a large number of the members, their families and friends enjoyed a very pleasant evening.

The following were elected to membership in the Chamber of Commerce during the past month: Herman L. Berg and Willard M. Geering. The memberships of E. G. Terwilliger and C. E. McDonald were transferred.

The Chamber of Commerce has adopted an amendment of its rules establishing certain minimum charges for the various services performed by the elvtrs.; and a section has been added to the rules, providing that samples are to be filed when grain is sold by sample "to arrive".

The quantity of milo and kafir corn coming into the Milwaukee market is steadily increasing, and it has become necessary to revise the rules for grading these commodities so that inspection methods and requirements are in closer conformity with other markets than they have been in the past. The new rules make provision for four numerical grades of white kafir, milo maize, feterita and durra, also for mixed sorghum grain and sample grade.

Lee M. Powell for the last 8 years with Bernhard Stern & Sons, Inc., has bot a substantial interest in the Ladish Milling Co. and has been elected pres. and gen. mgr. He succeeds Mr. Ladish, who has resigned to give his attention to other matters not connected with the grain trade. He retains his interest in the company however. Officers of the company are now: Lee M. Powell, pres. and gen. mgr.; H. W. Ladish vice-pres.; P. P. Donahue, treas. and Stuart Hyde sec'y. Mr. Powell was sec'y and gen. mgr. for Bernhard Stern & Sons, Inc., and Walter Stern, pres. has announced that he will resume active management of the company. Wm. H. Cahill will continue as sales mgr. with Geo. E. Manschot as ass't mgr.

## WYOMING

New Castle, Wyo.—We have completed our elvtr. at this point and it is handling grain. The house is of re-inforced concrete and contains 5 bins with a capacity of 12,000 bus. The machinery is motor driven and we handle about 1,100 bus. of wheat per hour thru the leg.—D. J. Toomey Produce Co., Spearfish, S. D.

## Books Received

**INSECT CONTROL** in Flour Mills is a useful compilation of current information detailing especially the best method of using hydrocyanic acid gas and the heat method. With this pamphlet as a guide a careful man can carry out the fumigation. By E. A. Back, entomologist, Bureau of Entomology, Bulletin No. 872, U. S. Dept. of Agriculture, Washington, D. C. Illustrated, 40 pages.

## Farm Buro Resolves Against Short Selling.

The American Farm Buro Federation at Indianapolis Dec. 8 adopted resolutions urging Congress to prohibit short selling in agricultural products on the Board of Trade.

An amendment to the farm loan act was asked to raise the limit from \$10,000 to \$25,000.

The principle of guaranteeing a fixed return to public utilities and railroads was denounced as un-American.

## Gambling Differentiated from Speculation.

"Gambling is a mode of transferring property without producing any intermediate good."—Dr. Samuel Johnson.

The foregoing definition draws a very clear distinction between gambling and the ordinary risks incidental to trade—between gambling and speculation.

When men play faro, stud poker, or roulette there is an interchange of money, a transfer of property, but no one aside from those playing the game derives any benefit; no intermediate good is produced. But through organized speculation as conducted on grain exchanges, the grain crops of the country are marketed economically. Because of organized speculation grains are handled with a less percentage of cost from producer to consumer than any other farm commodities.

The reason for this is simple. Professional speculators assume the risk incidental to marketing the crops, and this risk is eliminated from the operations of elevator concerns, millers, exporters, and all classes of grain handlers. Because of the elimination of risk from their operations, elevators, millers, exporters and others are enabled to buy grain from the farmer, and sell through the regular commercial channels on a much smaller margin than would be possible if organized speculation did not exist and commercial enterprise was forced to assume the risk incidental to handling the crops.

Therefore, organized speculation produces intermediate good, and is no more related to gambling than is the necessary chances assumed in the conduct of general trade.

In the case of The L. A. Kinsey Co. vs. the Board of Trade of Chicago, May 8, 1905, the Supreme Court of the United States commented as follows: "Speculation of the kind by competent men is the self-adjustment of society to the probable. Its value is well known as a means of avoiding or mitigating catastrophes, equalizing prices, and providing for periods of want."

If speculative transactions on the Board of Trade were nothing more than gambling transactions, organized speculation would have been stopped long ago. Certainly the Supreme Court of the United States would never have given the Chicago Board of Trade a clean bill of health.—Hulburd, Warren & Chandler.

## Flour Milling in China.

Reviewing China's milling activity Y. L. Chang, in the *Bulletin de l' Indochine*, writes as follows:

There are at present more than 36 flour mills large and small in China. Shanghai alone has 17 mills and turns out annually flour valued at \$50,000,000.

The majority of the Chinese mills do not work at night. When the demand for flour is scarce the mills usually close up entirely until market conditions are more favorable. Wheat in China is grown principally in the northern section and the mills are at all times able to secure all needed.

The small amount of Chinese flour exported goes to Japan from where it is reshipped. China as a general rule is still obliged to import flour in a considerable quantity. With its immense possibilities China should be able to provide work for many more flour mills than are now in existence.

**FROZEN WHEAT** was found in experiments conducted by the Montana Experiment station record to contain a larger amount of non-protein nitrogen, reducing sugars and acid reacting constituents than the unfrozen wheat of the same variety. Experiments were made with wheat which had been left in the shocks in the fields all during the winter. After these investigations the station made a number of experiments on the milling and bread making qualities of this frozen wheat.

## Grain Carriers

CARRIER orders for steel rails have shown a marked increase according to the steel companies.

THE PER DIEM charge for the use of a car by one road against another was changed Nov. 1 to \$1.

BUSINESS FAILURES for the week ending Dec. 2 number 296, against 92 in the corresponding week of 1919.

VESSEL OPERATORS at Duluth on Dec. 8 said that lake navigation would not actually close as long as the locks at Sault Ste. Marie remained open.

CARS coming our way are in very good shape and our loss and damage claims are decreasing.—The Capital Grain & Feed Co., Montgomery, Ala.

ESTABLISHMENT of a standard uniform B/L will be the subject of a hearing to be held by the Interstate Commerce Commission in Chicago, Ill., on Dec. 16.

A UNITED STATES Shipping Board vessel, the Daniel Webster, recently carried what is thought to be a record cargo of oats, 700,000 bus., from Argentina to London.

WISCONSIN CARRIERS have been ordered by the Interstate Commerce Commission to immediately increase their intrastate rates to the level of the present interstate rates.

RATES ON GRAIN and grain products from Idaho, Eastern Washington and Eastern Oregon to Portland and Astoria, Oregon, have been approved by the Interstate Commerce Commission.

ST. JOHN, New Brunswick, Canada's winter port, has handled very little grain so far this year because of the mild weather permitting continued movement of grain on the St. Lawrence River.

RATES on grain and grain products from Chicago to Kansas City, Mo., will be the subject of a hearing before Examiner Money of the Interstate Commerce Commission at Kansas City, Mo., on Dec. 13.

THE STEAMER T. P. Whelan carrying a cargo of wheat to Montreal which grounded in the St. Lawrence River early in August has been refloated. The loss to the cargo and steamer exceeds \$250,000.

THE FREIGHT CLAIM prevention com'ite of the American Ry. Ass'n appointed to study the causes of excessive freight claims is now analyzing the principal causes of loss and damage claims on the various lines.

WITH THE EXCEPTION of a few grain and coal carrying vessels the movement of freight on the St. Lawrence River ended on Dec. 3. Navigation will officially end on Dec. 15 on which date lighthouses will be closed.

LAKE MOVEMENT of grain from lower Lake Michigan Ports to Buffalo was at a standstill during November. It was not unusual to have vessels fit to carry grain clearing "light" from Chicago and South Chicago for Buffalo, N. Y.

EFFECTIVE JAN. 10 the Interstate Commerce Commission ordered Illinois intrastate passenger fares to be increased to the level of interstate fares. To date no order effecting Illinois freight rates has been handed down.

A CONCRETE Erie canal barge owned by the government and filled with wheat enroute from Buffalo to New York sank in the canal near Rochester from an unknown cause. The 25,000-bu. cargo, valued at \$38,000, was not covered by insurance.

RICE RATES of 25 cents from Gueydan and Lake Charles, La., to Beaumont, Tex., are unjust according to the Interstate Commerce Commission, in reply to a complaint filed against the Louisiana Western by the Beaumont Chamber of Commerce.

A REGULATION of the Indiana Public Utilities Commission provides that when a car of Indiana intrastate freight is stopped for any reason other than for diversion or reconsignment the shipper or consignee shall pay only \$2.50. On interstate freight the carriers make a charge of \$3 for this service.

A RATE on barley malt from Great Falls, Mont., to Milwaukee of \$1.24 per hundred, instead of 43.5 cents is the subject of a complaint filed recently with the Interstate Commerce Commission by the Kurth Malting Co., Milwaukee, Wis. Reparation is requested.

INCREASED WAGES for ferry operators and marine engineers working for the S. P., A. T. & S. F., N. P. and W. P. were denied at a recent meeting of the U. S. Labor Board. In refusing to make the increase the board said, "Wages and rules in effect at the termination of federal control are reasonable, fair and just."

LOWER RATES from the southwest to the east were recently requested of the carriers by W. R. Scott, transportation manager of the Kansas City Board of Trade, and C. V. Topping, sec'y of the Southwestern Millers League. Carrier representatives announced they would take the matter under advisement.

UNIFORMITY in wages of railway labor in all states of the Union is denounced by Judge Geo. W. Anderson, former commissioner, as a principle that cannot be made to work. Under the standards as established by the U. S. R. R. Administration the railroad agent in a village of 200 has become the best paid man in it.

COMPLIANCE by railroads in New York with the order of the Interstate Commerce Commission to raise intrastate rates was restrained Nov. 27 by Supreme Court Justice Cropsey, in a test case brot by State's Attorney General Newton to preserve the constitutional right of the state agains the encroachments of the federal authority.

"WHO CONTROLS intrastate rail rates" will be discussed at a hearing before the Interstate Commerce Commission in Washington, D. C., on Dec. 13. The decision of the I. C. C. will affect the intrastate rates of Ohio, Illinois, Michigan, Nebraska and Florida. Representatives of these states are expected to be on hand for the discussion.

A HEAVY MOVEMENT of grain is expected at St. John, N. B., Canada, this winter according to E. P. Brady, eastern manager of the Canadian National Railways. Considerable money has been spent in improving St. John's rail facilities during the past year. On account of the extremely mild fall but very little grain has passed thru St. John this season.

SAN FRANCISCO, CAL.—The Albers Milling Co. in a recent complaint No. 11955 claimed that the rate on grain, grain products, cereals and cereal products from Oakland, Cal., were unjust, discriminatory and unreasonable in comparison with rates on the same products from South Ballejo, Cal. Reasonable rates and reparation for the loss suffered has been asked.

CAR SUPPLY for grain loading is generally satisfactory. The increase in delivery of cars to their home roads provides an opportunity for the carriers to make needed repairs to their equipment. With but a few exceptions railroads have practically met the demand for rolling stock thruout the country.—W. L. Barnes, mgr. Car Service Division, American Ry. Ass'n.

CARRIER'S REFUSAL to furnish cars of a specified minimum and their furnishing cars regardless of any request made for a certain size car has worked a hardship on Pacific coast millers. Accordingly the North Pacific coast millers ass'n has asked the Interstate Commerce Commission to order carriers to desist from such practices. Reparation for the money lost is also asked.

FREIGHT CARS on the Union Pacific System during October traveled on an average of 84.7 miles per day. This daily mileage is greater than the daily mileage on any other American carrier. The U. P. attributes this remarkable record to its ability to quickly move freight cars thru its terminals. On all American carriers the movement of freight cars averages about 30 miles per day.

RATE INEQUALITIES resulting from the Indiana state commission allowing only a 10% increase to carriers on Indiana intrastate traffic was the subject of a conference of Ohio Valley grain exchange traffic representatives at Louisville, Ky., on Nov. 27. The markets of Ohio and Kentucky bitterly oppose allowing the continuance of the low rates in Indiana and have formulated a protest to the Interstate Commerce Commission.

PREFERENTIAL RATES by rail for all material for export in American bottoms was the subject of a hearing held by the U. S. Shipping Board in Washington, D. C., on Dec. 6. Suggestions were received from numerous shippers, carrier representatives and vessel owners. The recommendations of the Shipping Board are to be sent to the Interstate Commerce Commission. Chairman Benson of the Shipping Board announced that it was probable that preferential rates would be made effective immediately in a number of ports.

RATES on grain to Chicago from Iowa, Missouri, Minnesota, South Dakota and North Dakota have been compiled by the Chicago Board of Trade Transportation Department in the "No. 3 West of Mississippi River Book of Grain Rates," which includes the increased rates as readjusted effective Nov. 22. The Nov. 22nd readjustment affects the rates from several hundred stations, from which the rates to Chicago were increased to the extent of  $\frac{1}{2}$  cent over the 35 per cent increase of August 26th and in some cases decreased  $\frac{1}{2}$  cent under the 35 per cent increase.

LAKE MARINE INSURANCE rates increased at the close of business Nov. 30. Boats clearing port before that time were not required to pay the increased rates. In the rush of loading on Nov. 30 Ft. William cleared over 5,000,000 bus. of grain or more than any day during the past shipping season. Practically all the grain was for prompt unloading at Buffalo. Lake grain shipments had previous to Nov. 30 been slow at Chicago and South Chicago, but on that date two vessels cleared for Buffalo loaded with corn. On Dec. 7 another boat cleared from Chicago with wheat for Ft. William. On Dec. 1 lake insurance rates on cargoes advanced to 1% and remained effective until Dec. 5. From Dec. 5 to Dec. 8 the rate was  $1\frac{1}{4}\%$ ; on Dec. 9 and 10 the rate was  $1\frac{1}{2}\%$ . Lake navigation will officially close on Dec. 12. On the dates of Dec. 11 and 12 the rates will be 2%.

APPLICATION has been made for the suspension of F. A. Leland's tariff 23 S, which was alleged to have been a protection of the fourth section, or the long and short haul clause. Under this tariff the rates have been increased to River Crossing, Vicksburg, New Orleans, Memphis and to many southeastern points, under the guise of being forced to do this in order to correct the Fourth Section under the Natchez Scale, recently promulgated by the I. C. C. This is just another ruse to increase rates, as the Natchez scale which was reopened and a hearing held in New Orleans on Nov. 15, was a maximum and that rate could have been reduced instead of raising southeastern rates. When Mr. Leland issued his Tariff 23-S he knew that application for reopening was pending, but he slipped these in as quickly as possible. It is thought by a good authority that this increase was made without proper authority. It is hoped they will not be permitted to put it into effect.

RAILWAY WORKERS in Austria bitterly complain because of the lack of white bread and many have threatened to strike if the quantity of corn in the bread is not reduced.

# The GRAIN DEALERS JOURNAL.

## Seeds

STANTON, N. D., Dec. 6.—Very little flax is for sale in the northwestern part of North Dakota.—George Boepple.

SPOKANE, WASH.—The Spokane Seed Co. is one of the new members of the Pacific Northwest Grain Dealers Ass'n.

NAMPA, IDA.—The Idaho Seed Growers Ass'n will hold a joint exhibit at Nampa, from Jan. 10 to 16. It will be one of the largest displays of Montana seeds.

HELENA, MONT.—The T. C. Power Co. has registered a large letter "P" within a block square as its trademark No. 132,928 for use on field and grain seeds.

CRAWFORDSVILLE, IND.—The National Corn show will be held in this city from Dec. 27 to Jan. 1. The prizes for the best seeds displayed will total \$1,800.

PENNSYLVANIA's annual corn show will be held this year at Harrisburg from Jan. 24 to 28. Any state will be allowed to compete for the prizes to be awarded.

NASHVILLE, ARK.—T. H. Andrew of the Andrew Seed & Grain Co. discontinued his business on Oct. 11 and is now connected with the Ozark Nursery & Seed Co.

MEMPHIS, TENN.—Robert Buchanan has registered a design of a deer's head within a circle containing the words "Buck Brand" as his trademark No. 113,140 for use on garden and field seeds.

WILDER, I.DA.—The Wilder Equity Ass'n, Ltd. besides operating its flour mill is now running a clover seed cleaning plant. Equipment is of the latest type and is operated by a 10-h.p. electric motor.

FARGO, N. D.—Work on the new seed house of the Interstate Seed & Grain Co. has been completed. The plant is now completely equipped for the rapid handling and cleaning of all kinds of seeds. Ralph Gunkelman has charge of the plant. Construction work was handled by T. E. Ibberson Co.

SHERMAN, TEX.—T. H. Andrews, for many years in charge of the mail order seed business of the Pittman & Harrison Co., Sherman, Tex., and who until recently operated the Andrew Seed & Grain Co., at Sherman, will in the future handle the mail order seed business of Ozark Nursery & Seed Co.

ELLIOTT, N. D.—In order to be able to handle all kinds of grain for seed purposes the Bemmels-Bruns Co. is installing a complete line of seed handling and cleaning machinery. All the work will be in charge of the T. E. Ibberson Co., which recently completed extensive repairs to the company's grain elevator.

### Seed Movement in November.

Receipts and shipments of seeds at the various markets during November, compared with November, 1919:

#### FLAX SEED.

	Receipts	1920	1919	Shipments	1920	1919
Chicago, lbs....	35,000	50,000	10,000	...		
Milwaukee, bus...	53,808	33,000	418	1,320		
Minneapolis, bus...	807,580	568,416	50,290	45,880		
New York, bus...	274,437	.....				
Winnipeg, bus...	804,000	.....				

#### TIMOTHY.

Chicago, lbs.....	4,009,000	2,582,000	1,503,000	1,964,000
Milwaukee, lbs...	60,000	256,500	183,580	74,900
Toledo, bags....	4,199	10,181	524	1,050

#### CLOVER.

Chicago, lbs.....	747,000	1,941,000	391,000	952,000
Milwaukee, lbs...	124,024	833,200	401,281	501,425
Toledo, bags....	8,275	7,756	2,076	2,975

New York, bags....	2,319	.....	7,389	.....
--------------------	-------	-------	-------	-------

#### OTHER GRASS SEEDS.

Chicago .....	1,477,000	1,770,000	846,000	1,672,000
---------------	-----------	-----------	---------	-----------

#### KAFIR.

Kansas City, bus...	112,250	615,000	242,500	217,500
New Orleans, bus...	20,500	21,096	2,750	23,100
St. Louis, bus...	6,000	2,000	6,000	2,000

PRINCETON, ILL.—The Farm Buro Co-operative Supply Co. has been organized with a capital stock of \$50,000. A warehouse along the C. B. & Q. has been purchased and seeds, feed and fertilizer are to be handled.

SIGOURNEY, Ia.—The Bruns Seed Co. plant now under construction by the Newell Construction Co. will contain besides a complete line of seed handling machinery a motor driven sheller plant. The elevator will have 16 bins and three legs and other modern equipment.

TESTING the farmers' seeds preliminary to planting has become a large work of the U. S. Dept. of Agriculture. In the year ending June 30, 1920, 29,638 samples of seed were tested for farmers alone. The department also announces that of the seed imports 5,000,000 lbs. were held up at the port of entry. One-half of this amount was reclaimed and the other half was ordered to be exported again or destroyed. During the year ending June 30, 1920, 69,000,000 lbs. of seed were imported into the United States.

THE SEED MARKETING ASS'N of the Utah State Farm Buro is an alfalfa seed pool which farm buro officials state will control 90% of the alfalfa seed grown in the state of Utah as well as a considerable quantity of other seeds. Dean R. Peterson of Delta, Utah, and formerly farm agent for Millard County, is managing the Ass'n.

TOLEDO, O.—Markets have been severely liquidated and have probably seen low points. Receipts increased this week, altho they have not been up to expectations considering the large crop. Unless receipts increase there doesn't seem any likelihood of permanent setbacks. Market ruled strong this week on good general demand. There was some fresh investment buying and short coverings. There were several thousand bags delivered on December contracts this week. Most of it has gone into strong hands. Some longs have been trading over to February and March. There is still some shortage in December.—Southworth & Co.

TOLEDO, O.—Clover seed felt the effects of returning confidence this week. Last Saturday we ventured to guess that conditions were ripe for a change. Said we seldom made guesses, but would venture one then even if wrong. Looks as if we guessed about the right time. Grains and seeds certainly made shorts nervous this week, and we still think it poor policy to "short" the markets on wild rumors of grave disaster to this good old U. S. A. Propaganda has been vicious. Guess it did all the dirt possible. Big men of this country now telling the people to get off of that gloom stuff. Think you've seen the worst. Clover advanced quickly and easily when once under way. Recent movement Toledo was to fill December contracts. Most of them have been completed. Longs were the first to liquidate, some selling outright, others switching to February and March. Shorts took a turn at it this week. December selling today up to about even with the distant futures. Today's receipts 600 bags prime may be the last of recent movement. Market has had a pretty severe workout the past few weeks and should discount all the calamity imaginable.

Buyers of cash should get busy with the turn of the year. More seeds will go into the ground next spring than for the past five years. Farmers may let up on planting grain due to low prices and replenish their soil with cheap clover.—J. F. Zahm & Co.

### From the Seed Trade.

ST. LOUIS, Mo.—From the information we have at hand we believe there is a very good crop of blue grass in Missouri this year.—Plant Seed Co.

PHILLIPS, Wis.—At the present time farmers are not selling very much seed grains, because of the dairy industry, which takes so

much of what is produced on the farm, that there is none left to be sold. However we are developing this end of it and at the present time, there are a few parties who have seed corn, and seed peas for sale. In regard to clover seed, will say that our farmers produced some last year, but I know of no one this fall that threshed any clover. Our biggest trouble in this matter is that there is a shortage of hullers. Our oats, barley, and rye were very good this year. Wheat did not do well and was raised to limited extent this year.—H. J. Rahmlow, sec'y and treas., Price County Pure Seed Ass'n.

### Conditions in the French Seed Trade.

Lack of foreign orders for French seeds has resulted in a marked decline in the price of French field seeds. While the prices of seeds have been tumbling the rate of the dollar exchange has been increasing.

Michael Cherot, a Paris seed dealer writes: "These conditions give to the American dealer the fine opportunity of buying French seeds at the cheapest rate quoted since January, 1917. Our French seeds are of very good quality this year."

Delivered in New York or at any other Atlantic port in 100 lb. sacks; choice French red clover is bringing from \$18 to \$18.50 per hundred; choice alfalfa is bringing from \$20 to \$20.50 and choice crimson clover is bringing from \$6 to \$6.25 per hundred.

### New Wheat Developed by Illinois University.

During its seed wheat investigations covering many years the Department of Agronomy, University of Illinois, in 1910 discovered an exceptional strain of wheat which was an excellent reproducer.

Since then this particular mother plant has been thoroly tested and multiplied. Consistently good performance has caused it to be mentioned as a promising new variety, "Turkey 10-110."

Chief of Soil Survey Investigations, L. H. Smith, writes of "Turkey 10-110" as follows:

"On the Urbana, Ill., plots, it has outyielded the mother variety by six bushels to the acre for five years. It has done well in some other parts of the state but we do not expect it to do so well on all types of soil and under all conditions of climate.

Details of the distribution of this seed wheat may be obtained from Prof. J. D. Hackleman who has charge of the Crops Extension work of the University of Illinois, Urbana, Ill.

### Forage Plant Seed Imports Still Decreasing.

Imports of most forage plant seeds during November reported by the seed laboratory, Bureau of Plant Industry U. S. Dept. of Agriculture show a large decrease compared with November 1919. The receipts for the five months ending Nov. 30 show a corresponding decrease. The November imports as reported in pounds follow: alfalfa, 110,000; Canada blue grass, 78,000; bromegrass, 1,200; clover alsike, 133,000; crimson clover, 44,100; red clover, 32,300; white clover, none; mixtures of red and alsike clovers, 1,400; other clover mixtures, none; orchard grass, none; rape, 1,369,900; rye grass, 223,700 and vetch, none.

Imports in pounds during November, 1919 follow: alfalfa, 1,150,000; Canada blue grass, 64,500; bromegrass, 64,500; alsike clover, 698,000; crimson clover, 297,200; red clover, 1,089,300; white clover, 11,200; mixtures of white and alsike clovers, 14,200; mixtures of alsike and timothy, 120,900; orchard grass, 370,000; rape, 2,004,100; rye grass, 264,700 and rape, 39,000.

## Supply Trade

YOUNGSTOWN, O.—Independent steel interests have abandoned fixed prices for steel, which promises an open market.

MILWAUKEE, Wis.—Seven to 11% reductions in the price of lumber in this city was announced during the past few days.

INDIANAPOLIS, Ind.—We are pleased to say that the cost of elevator construction has declined about 10% in the last nine months—Reliance Construction Co.

PHILADELPHIA, Pa.—E. F. Houghton & Co. have registered the designs "A A A" and "A A" as its trademarks No. 136,982 and 136,981 for use on leather belting.

PITTSBURGH, Pa.—The Jones & Laughlin Steel Co. has revised its prices on standard and small spikes down to the Steel Corporation basis. This same action was taken by the Trumbull Steel Co.

LUMBER INDUSTRY employes numbering 5,000 have been laid off in Arkansas according to the Arkansas Labor Commissioner. The decrease in the price of lumber and the high wages demanded is given as the cause of the reduction.

CHICAGO, Ill.—Prices of cement are wobbling, good news for the grain dealer who is desirous of building an elevator. Last week a reduction of 20% to 25% in cement was announced by three companies having mills in Illinois, Michigan, Tennessee and other states.

MANCHESTER, ENGLAND.—As is usual the first calendar to be received is from Henry Simon, Ltd. It is of the same convenient style as those of former years, a calendar pad showing large figures, under each of which is an appropriate quotation for the day.

NEW YORK, N.Y.—The B. F. Goodrich Co. has registered the word "GRAINVEY" in caps as its trade mark No. 137,462 for use on elevator belts made of fabric combined with rubber. The same company has also registered the word "ORION" as its trademark No. 137,464 for use on fabric belts combined with rubber.

"No CHARGE of unfair prices can be laid at the door of the face brick industry, and every incentive is being used to stabilize the market at the lowest reasonable margins for the benefit of the building public," is part of address delivered by B. Mifflin Hood of Atlanta, Ga., before the recent meeting of the Brick Manufacturers' Ass'n at French Lick, Ind.

SCHENECTADY, N. Y.—Users of transformers will be interested in a recent bulletin of the General Electric Co. describing the "Oil Conservator", which is an auxiliary tank equipped with a breathing device and a pump for drawing off any water of condensation. At present it is supplied only for the higher voltages, but will be extended to the smaller sizes.

PITTSBURGH, Pa.—Recent dispatches say the price of steel wire products were cut Dec. 1, for the first time in several years, when the Pittsburgh Steel Co. announced a reduction of approximately 50c a hundred pounds, making the new quotation of wire nails \$3.75 a keg and on plain wire \$3.25 a hundred pounds f. o. b. Pittsburgh. Shipments of all unfilled orders will be invoiced at the new quotations.

CHICAGO, Ill.—Regarding our recent announcement of a 20% price reduction in portland cement, will say that this decided reduction was made as our contribution toward enlivening structural activity. It is a very great reduction and is as far as it is possible for us to go, and should do much, we feel, toward inducing other manufacturers to make reductions which, if done, should convince the investor of the good business of making fixed improvements now.—Marquette Cement Mfg. Co.

BLOOMINGTON, ILL.—Grain dealers who contemplate the erection of a grain elevator will be interested in the pamphlet recently issued by Ballinger & McAllister. This pamphlet illustrates and describes, briefly, some of the plants built by the company, aiding the prospective builder in forming an idea of the plant best adapted to his needs. This book will be sent to Journal readers upon request.

MINNEAPOLIS, MINN.—We do not believe that there will be any great building program started in the near future owing to the excessive drop in prices of all grain that is going to discourage building to a great extent, and this is especially true in view of the fact that there has not been any great decline in prices of building material, labor, etc., as yet.—W. A. Oien, sales mgr., Richardson Grain Separator Co.

WASHINGTON, D.C.—A big reduction in the price of building materials and the end of one of the longest labor wars in the history of the A. F. of L. was predicted by labor officials as a result of a decision handed down by the board of jurisdictional awards. The board has decreed that the hanging of hollow metal doors, except sliding doors, the installation of door frames, the placing of trim around doors and other openings and the placing of all other metal trim constitute the work of sheet metal workers whenever the metal is No. 10 gauge or lighter. The decision will have the effect of throwing sheet metal trim into the market as a competitor of lumber and a big drop in the price of the latter will follow, it is predicted.

WASHINGTON, D. C.—Steel producers by agreement have limited production in the Chicago district as a means of maintaining the Pittsburgh plus system of fixing prices, it was charged by the attorney for the Western Ass'n of Rolled Steel Consumers, recently before the federal trade commission. He declared if natural economic conditions had been allowed full play the steel industry at Chicago and adjacent territory would have been developed to a much greater extent. He quoted from statements by general counsel of the U. S. Steel Corporation, at the previous hearings to the effect that eventually the development of Chicago as a steel producing center would force the abolition of the Pittsburgh basing system. It was further declared that the steel industry in Chicago has lagged behind the development of manufacturers, production being artificially controlled in order to maintain the bonus of \$5.50 freight rate from Pittsburgh to Chicago, which is added to the Pittsburgh basic price of \$47 per ton.

THE INTERSTATE COMMERCE COMMISSION has dismissed the complaint by the Torsion Balance Co. against the freight rates on corn grading, bean testing, corn testing, and seed counting scales, particularly the classification of these as pharmaceutical scales, while there is a lower rate on scales "not otherwise indexed by name, in boxes, l. c. l." Complainant's witness testified that there has been confusion among railroad inspectors in classifying its scales; that prior to 1916 its scales were charged the rates applicable on scales not otherwise indexed by name; and that since 1916 the same type of scale has in some instances been charged the second-class rate and in others double first class. The Commission held: We find that the prescription balances are properly rated as pharmaceutical scales; that the corn-grading, laboratory, cream-test, moisture-test, bean-test, corn-testing, woolen and worsted yarn calculating, and specific-gravity balances are properly rated as laboratory scales; that the rates charged on the shipments of these scales were applicable; and that in addition to the balances conceded by defendants to be entitled to the rating applicable on scales not otherwise indexed by name, seed-counter balances are also so ratable. Defendants should promptly refund any

overcharge collected on the shipments.—59  
I. C. C. 218.

INDIANA'S coal commission law has been knocked out by the federal court as unconstitutional.

CORN SYRUP exports have shown a 346% increase this year because of its extensive use in place of high-priced sugar.

# HESS

## GRAIN DRIERS CONDITIONERS

### Moisture Testers and Accessories

## DOCKAGE SIEVES and SCALES

## EMERSON KICKERS

### Grain Testing and Sampling Apparatus

*Write for free booklet.*

## HESS WARMING & VENTILATING CO.

907 Tacoma Building  
CHICAGO



## Kill Rats

NEW WAY

In France the World's greatest laboratory has discovered a germ that kills rats and mice by science. Absolutely safe. Cannot harm human beings, dogs, cats, birds, chickens, or pets. Quickly clears dwellings and outbuildings, with no offensive after effects. It is called Danysz Virus.

Get our free book on rats and mice telling about VIRUS and how to get some.  
**Free Book**  
H. P. Virus, Ltd. 121 West 15th Street, New York

# The GRAIN DEALERS JOURNAL.

## "Armco" in Moving Pictures.

Something which the naked eye cannot see, the boiling of an incandescent mass of molten metal in an open hearth furnace, is shown in closest detail in motion pictures recently filmed at the Middletown, O., plants of The American Rolling Mill Co. This "movie" is soon to start on a tour of technical schools, engineering societies, and sales conventions where the study of results in modern metallurgy is of paramount interest.



A Film of Action in the Plant of the American Rolling Mill Co.

Comparatively few laymen have ever seen metal heated to 3000 degrees Fahrenheit. It is too hot in the vicinity of the boiling metal in the interior of the Open Hearth Furnaces for the comfort of most visitors, and the intense light emanating from the livid mass is too binding for the naked eye. Heretofore only through specially colored glasses has the human eye beheld what iron looks like when it is hot enough to flow like water.

When the Rothacker Film Company was selected to make the "Armco" picture, the movie concern was told it had an opportunity to make a record.

"A close-up scene of boiling iron has never been obtained" they said. "Steel men say it can't be done."

Cameraman Tirry H. Miller was given the task and the results are even more than could have been expected.

Veteran steel workmen were thrilled when Miller set up his camera. Would he stick it out? Would the heat crack the camera lens or set fire to the explosive film inside? The cameraman did not know it at the time, but there were two huskies back of him, ready to jerk him out of the way in case anything happened.

After the film was developed, the cameraman felt well repaid. He had obtained a scene which, according to one motion picture paper, made him peer of industrial cinematographers.

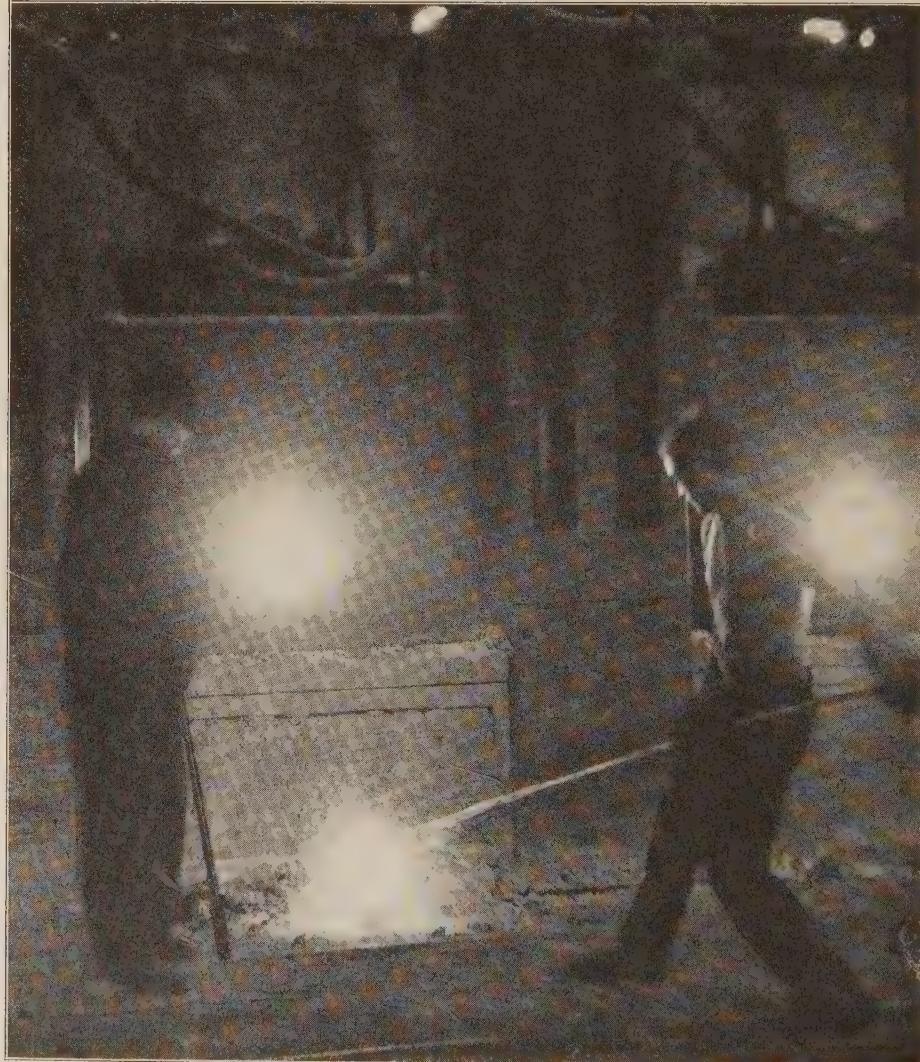
This scene, together with the rest of the 3,000 feet of film, will be an adventure to technical school students before whom it will be shown this winter. For the students it will be a trip through a great steel plant via the celluloid magic carpet. The film will be shown

in all parts of the world, the entire "Armco" process, from the arrival of the iron ore at the Blast Furnaces to the final inspection of the finished products is visualized.

THE DUST EXPLOSION hazard is found in plants handling other materials than grain. In the Nov. 10 number of "Chemical and Metallurgical Engineering" David J. Price of the U. S. Bureau of Chemistry, gives an interesting illustrated description of an explosion of aluminum dust in an aluminum-ware factory, where 6 girl employees were burned to death.

KANSAS MILLERS in their reply to the Kansas Industrial Court investigations stated they closed their mills because they could not market their flour. The Kansas Industrial Act requires that any industry stopping production must give the reasons to the Kansas Court. The court, in the report on the millers of Topeka, recently announced there was no evidence of a willful violation of the act.

THE INDIANA FARMERS Grain Dealers Ass'n, the Indiana State Grange and the Indiana Federation of Farmers held a joint meeting at Wabash, Ind., on Nov. 25 to discuss the consolidation of the three organizations into one large body. Most of the members were impressed with the proposed new Ass'n. During the meeting E. G. McCullum, sec'y of the Indiana Farmers Grain Dealers Ass'n announced that within a short time they would begin sending market quotations to every member of the Ass'n.



Taking Test Sample From Open Hearth Furnace at American Rolling Mills, Middletown, Ohio.

## Report of Sec'y of Agriculture.

E. T. Meredith, Sec'y of Agriculture, in his annual report to the President says in part:

The establishment of a world market-reporting service will not interfere in any way with the activities of the International Institute of Agriculture at Rome, but, on the contrary, will effectively supplement them. The reports issued by the institute are based largely on the official estimates of the various adhering Governments, but many of them are incomplete or are received too late to be of immediate practical service to producers and others in this country. They are, nevertheless, highly useful for historical and comparative purposes. The work of the institute was greatly interfered with during the war, but, following the meeting of the general assembly in Rome on November 3, it is anticipated that it will resume active operations. After the death of Mr. David Lubin, the delegate of the United States, this country was without representation at the institute for nearly two years. This was due to the fact that the amount allowed for salary and expenses, \$3,600 per annum, made it impossible to secure a man with the right sort of training and experience who would be willing to undertake the work permanently. At the suggestion of this department, the Secretary of State has recommended that the salary of the delegate be increased to \$7,500 per annum, and that provision be made for the payment of his traveling and miscellaneous expenses and for the employment of a secretary.

**To Combine Marketing and Crop-Estimating Work.**—I have recommended in the estimates to the Congress that authority be given to consolidate the Bureau of Crop Estimates and the Bureau of Markets. I have been influenced to take this course by a number of important considerations. The first is that each of the bureos, in accomplishing the important work with which it is charged, needs the additional strength that could be brought to it by some portion of the machinery of the other. In the second place, the legal duties of the two overlap in some directions, and there is a natural and inevitable tendency for each bureau to duplicate a portion of the other's work. This tendency would be eliminated by the proposed consolidation, and confusion in the public mind as to the division of work between the two bureos would be avoided. Furthermore, crop and market reports could be published together, and farmers and business men would have all the facts in one document. The leased telegraph wires of the Bureau of Markets could be utilized for transmitting crop information to Washington and for its prompt dissemination. In some States, the

branch offices of the two bureos could be brought together in the same quarters, and frequently the same crop and live-stock specialists could serve both bureos, not only in this country but abroad. The operating forces of the two organizations could be combined, as well as the duplicating and mailing services and the staffs dealing with the purchase, custody, distribution, and utilization of supplies. Specialists working along statistical and economic lines in both bureos could be brought together in a statistical research division to handle statistics of production, consumption, imports and exports, surpluses and deficiencies, and farm and market prices of agricultural products for all countries. In short, the proposed consolidation is in line with good administration and efficiency in the public service and should be put into effect without delay.

**A Great Highway Program Under Way.**—The Federal-aid road act of 1916, as amended, has resulted in putting in motion a great program of highway development, nation wide in its extent. The original act appropriated \$75,000,000, extending over a five-year period, for the construction of rural post roads in cooperation with the States, and \$1,000,000 a year for a period of 10 years for the building of roads within or adjacent to the national forests. In the three years, 1917, 1918, and 1919, there were approved 677 projects, calling for the construction of 5,790 miles of road and involving a total cost of \$56,418,673, of which the Federal share was \$23,931,618. During the fiscal year 1920, 1,670 projects submitted by the States, involving the improvement of 16,670 miles and a total allotment of \$109,830,366 of Federal funds, were approved. At the end of the year, 14,940 miles of Federal-aid roads, on which \$103,925,094 of Federal funds had been allotted, were under consideration and in various stages of completion, while 1,677 miles had been entirely completed.

Highways, as a general rule, are local institutions, and they must, first of all, carry the traffic originating in the immediate vicinity. Their normal function, therefore, is the short haul, connecting producing areas with rail shipping points and near-by markets. But we should classify our highways, and then follow the classification persistently, to the end that, as the principal roads in each State are completed, they will connect with those of contiguous States and thus automatically become links in a national system which will serve all parts of the country.

**Penalty under the Grain-Standards Act.**—A person who ships or sells grain by grade without the required inspection and grading is guilty of a criminal offense, while one who complies with the inspection requirement but misrepresents the grade, thereby defrauding his customer, is not. The only punishment in the latter case is the business injury resulting from the publication of the facts by the department. It seems clear, in the circumstances, that the penalty provided by section 9 of the act should be extended to cover misrepresentation of grades, including the alteration of official certificates. Specific authority also should be given for the publication of the findings of the department relating to false grading.

Under the act as it now stands, appeals respecting the grade of grain can be taken or referred to the Secretary of Agriculture only where the grain involved has entered interstate commerce. This restriction should be removed so that all persons dealing in grain, who desire to avail themselves of the provisions of the act may be permitted to do so; and the present requirement that all interested parties other than those joining in an appeal must be named as respondents in the complaint should be omitted. The accurate determination of an appeal depends solely upon a proper examination of the grain, accompanied by tests of correct and representative samples, and such safeguards have been thrown around the collection of samples and the conduct of tests that the right to be heard does not aid in the determination of the true grade in any way.

It seems desirable, in the circumstances, to amend the act so that the grading of grain stored in bags or in special bins or compartments which preserve its identity will not be required unless desired by the depositor. This amendment would not weaken the act in any way, but would merely meet the expressed wishes of producers in certain sections of the country. In short, it would extend to the grain grower the same privilege that the producer of corn, wool, or tobacco already has under its terms.

**Seed Testing.**—It has been suggested in the estimates, that authority be given to determine the purity, viability, and trueness to variety of seeds obtained in the open market and to publish the names of the persons responsible for the shipment or sale of those which are found to be adulterated and misbranded according to the standards established by the department.

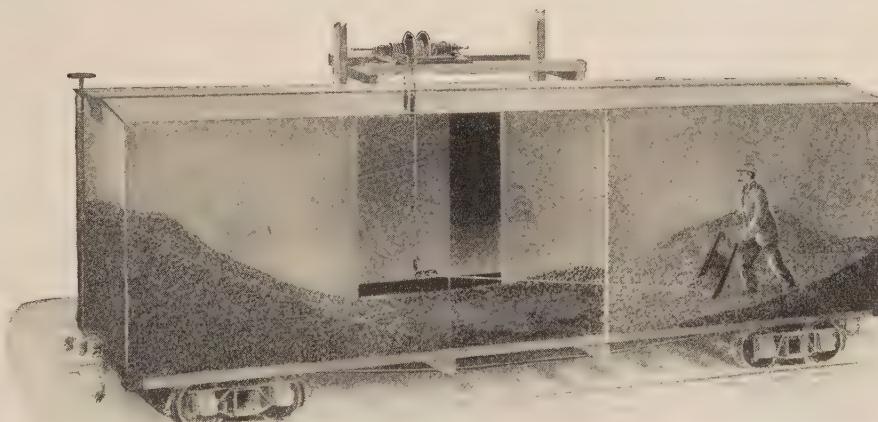
IN ORDER to induce a larger percentage of the immigrants coming to this country to settle in the agricultural sections of the northwest the C. M. & St. P. has been encouraging the various Western Chambers of Commerce and the western states to have representatives greet the new immigrant as he disembarks.

## AUTOMATIC POWER SHOVEL



THE MARK  
OF QUALITY

WE MAKE  
PROMPT  
SHIPMENT



AUTOMATIC  
IN ACTION

SIMPLE AND  
POSITIVE IN  
OPERATION

OVER 5000  
NOW IN USE

POWER SHOVEL  
CIRCULAR  
No. 29B ON  
REQUEST

SEND US YOUR INQUIRIES FOR

ELEVATING, CONVEYING AND POWER TRANSMITTING MACHINERY  
CONTINUOUS AND ROTARY GRAIN DRIERS, ONE MAN LIFTS, WELLER "V" BUCKETS, COAL HANDLING  
EQUIPMENT

**WELLER MFG. Co.  
CHICAGO**

NEW YORK

BOSTON

BALTIMORE

PITTSBURGH

SAN FRANCISCO

SALT LAKE CITY

## Supreme Court Decisions

**Arbitration.**—It is not necessary that an award be clothed in technical language, or that it state each matter considered, or that the evidence be set out to show how the arbitrators reached their conclusions of law or fact; a simple announcement of the result of their investigations and deliberations being all the law requires.—Podolsky v. Raskin, Supreme Court of Illinois. 128 N. E. 534.

**Carrier Can Collect Undercharge.**—A mistake in stating and collecting the freight on an interstate shipment, the rates for which were presumably on file as required by law, does not prevent the carrier from thereafter collecting the correct amount, since an omission by mistake to charge the full rate is an evasion of the statute as much as an intentional undercharge.—N. Y., N. H. & H. R. Co. v. Tonella. Supreme Court of New Hampshire. 111 Atl. 341.

**Insurance.**—Where plaintiff intended his fire policy should cover and insure his entire stock of merchandise, but by mistake of the agent the stock was erroneously described as to the building in which it was located, which plaintiff insured did not know until after fire, he having directed the agent to insure his entire stock, equity can reform the policy and correct the mistake.—Newark Fire Ins. Co. v. Martinsville Harness Co. Supreme Court of Indiana. 128 N. E. 616.

**No Contract Unless Minds Meet.**—Where the seller of cotton seed oil confirmed to the buyer by wire sale of 100 tons for immediate shipment at \$37 a ton, but the buyer, in telegraphing its acceptance, stated it was sending written instructions, which instructions authorized the seller to draw for only 90 per cent of the value of the shipment, etc., while the letter called for prime cotton seed and guaranty of weights and delivery, no contract resulted between the parties.—Southern Cotton Oil Co. v. Frauenthal. Supreme Court of Arkansas. 224 S. W. 730.

**Lever Act Amendment Invalid.**—Measures enacted under war powers must stand the test of constitutional limitations, and they fall, if rights guaranteed by the Constitution are thereby infringed. The right to freely sell commodities in the course of trade is inherent in ownership, and is ultimately and actually the property, so that the amendment of Oct. 22, 1919, to the Lever Act, forbidding unreasonable charges for necessities violates Const. Amend. 5, by depriving of property without due process of law and without any compensation. The sale of private property, not devoted to public use, for whatever price it will bring, is not unlawful.—U. S. v. Bernstein. U. S. District Court, Nebraska. 267 Fed. 295.

**Injunction Against Conspiracy of Unions.**—In an action by an exporter of lumber delivered by it at steamship piers by trucks operated by its own drivers, proof that since a strike by its employes for a closed shop and union conditions, which were not granted, defendant unions, their officers, etc., had agreed that union members would not transport to or receive plaintiff's lumber at the piers, and that defendant steamship companies and terminal companies, their clerks, checkers, etc., refused to accept it for carriage under threats of a strike, showed a combination and conspiracy in violation of Shipping Act U. S. Sept. 2, 1916, sections 14, 17 and 32, and Rev. Stat. U. S. Section 5440 (U. S. Comp. St. section 10201) to plaintiff's irreparable injury, so that its motion for a preliminary injunction would be granted.—Burgess Bros. Co. v. Stewart. Supreme Court of New York. 184 N. Y. Supp. 199.

To ASSIST FARMERS in holding their grain and stock until the cost of production can be realized from their sale Senator Hitchcock of Nebraska contemplates the introduction of a bill which will establish a \$60,000,000 loan fund.

CANADIAN Wheat Board certificates of last year's crop which will draw a final payment of 18 cents must be presented for payment before Jan. 1, 1921 says C. B. Watts, sec'y, Dominion Millers Ass'n.

### New Co-operatives Not More Economical Than Old Line Dealers.

Old time dealers of long experience are firmly convinced that they handled grain at less cost than any of the newer distributing agencies, whether co-operative, farm buro or county agent. As the effect of this saving there was a larger return to the farmer, consumer and the operator of the country elevator. The division of this enhanced profit between the producer, consumer and operator was regulated by the competition that communists would destroy.

An impartial expression of his opinion on the relative costs of handling the grain was recently given by one of the Railsback Bros., after having severed all connection with the grain business in which they had been engaged for nearly 40 years at Ashland, Neb.

On his retirement from business G. J. Railsback writes: "There is much that could be said when reminiscing on the past conditions and present of the country grain trade. We see a great deal in the press today about profiteering and the necessity of eliminating the middlemen and substituting the co-operative method for handling business from the producer to the consumer. It would be interesting reading to students of the economical handling of business to compare the margins that the old line elevators handled business on with the margins on grain handled by the co-operative grain concerns.

"One of our stations in a period of 7 years, according to the books, handled grain on a margin of 1½ to 2 cents on corn and oats, and 3 cents or less for wheat, over and above the freight and terminal charges. Today this same station is being handled under the co-operative plan at a salary expense of nearly \$6,000 against a salary and incidental expense, 7 years average, of \$1,157, and the prices paid by this co-operative concern, which is the prevailing price all thru this territory paid under the co-operative plan of 6 to 12 cents on coarse grains and 18 to 30 cents under the Omaha market for wheat with a freight rate of 8 to 10 cents per bushel, and as announced by the press the farmers' organization are sending a delegation to Washington protesting about the great loss they are sustaining over and above the cost of production, and the Government is flooding the country with their propaganda regarding the marketing of farm productions and endorsing the co-operative plan of handling business.

"It is not always the fact founded on careful analysis of things that a co-operative concern makes money because able to pay back some dividends to the stockholders. They have been able to do this in most instances for the last few years, but it has not been done by the economical handling of the business, and in our opinion the grain grower would have received much more money for his crops if he had allowed the business to be handled by experienced men in this line of business and thru their regular channels than it has been or could be under the extravagant prevailing plan of doing business with inexperienced men."

THE UNITED GRAIN GROWERS of Canada at their annual convention held at Calgary on Nov. 26 adopted a resolution increasing the borrowing power of the organization from \$13,000,000 to \$15,000,000.

### OWEN L. COON Railroad Claim Attorney

Transportation Building  
CHICAGO

15% of amount collected on claims not yet declined.  
33½% of amount collected on declined claims and  
claims sued upon with your consent.

"THIRTY NEW WAYS TO SAVE MONEY ON GRAIN AND LIVESTOCK RAILROAD CLAIMS," a 75 page booklet telling you in every day language what to do and how to do it. Price \$2.00. Sent subject to inspection.

### Future Trading.

Speculation in grain is conducted on the exchange, is not a system of transacting business suddenly invented, or evolved from some schemer's inner-consciousness as a plan to get money from one's fellowmen; it is the result of a gradual growth of customs, trending constantly toward simplicity and economy in the marketing and distribution of the country's production.

Just as in the banking business, the development and use of a clearing-house system is a short-cut, and a step forward in eliminating expense and saving time, so the growth of the machinery of the exchange is an improvement in the grain business.

Speculation, probably, is the most important material entering into the structure of this machinery. It provides the open market so essential to protect both producer and consumer, in their needs in any system of individualistic government in which business is competitive.

Under such conditions (which are those of this country's experience and development), these speculative open markets are practically all that have protected the grain producer and consumer alike from the tendencies toward monopoly, so frequently seen in the cases of other natural products, such as oil, meats, coal and other commodities which are more easily subject to control by combinations of capital.

The right to make contracts for future delivery is constitutional; it is inherent in man's nature. Almost all contracts relate to the future. Whether a contract be to build a house or deliver grain, it is a rightful one for men to consummate. Doubtless, in the early history of the grain trade, while primitive conditions ruled, the existence of contracts for future delivery of grain were of a narrow scope, confined to very propinquent time, and among a restricted few dealers in the same localities, personal acquaintances and men more or less closely connected with shipments and distribution and financing of the actual commodity.

However, as time went on, and as a greater population developed; as transportation improved; as a closer connection by mail and telegraph with other communities grew up; as world's conditions began to be felt in local markets; as competition increased; as division of labor appeared; as the need for more adequate methods and better trade machinery was felt; then, in addition to these original grain men, appeared the speculator. The speculator—the man who puts his money, his brains and his energy into the open market, hoping to benefit himself and, by so doing, assists in the gigantic work of distribution, whether to his own benefit or not.

The speculator assumes the risks that were formerly assumed by the grain men proper—the producers and the dealers—and by that assumption of risk furnishes a constant trading market for hedging sales or hedging purchases. Strange to say, and seemingly paradoxically, by his speculations he enables the grain dealers *not* to speculate, but to work upon a known margin of remuneration.

In addition to this function, speculation also performs the function of a stabilizer. Speculation is a great leveler tending to maintain higher levels of prices than would prevail when over-production causes burdensome accumulations, and tending to reduce price altitudes when supplies are exhausted, and consumption is clamoring. This truth is patent to anyone who considers the matter; for it is the province of speculation to discount the future and "by anticipation, dull the edge of realization."

Elimination of the speculative public from the grain trade would destroy the open market, eliminate hedging operations, and undo the development of fifty years of progress in that line of human endeavor; and this only can be done, without great injury, when adequate machinery has been perfected to take the place of that destroyed.—By Charles Baker in the Board.

# Patents Granted

**1,360,239. Seed Corn Stringer.** George Holtsclaw and Harry Larson, Gowrie, Ia. This seed corn stringer is formed by two string supporting hooks attached to a support. The string is so hung that corn may be supported apart from one another.

**1,359,033. Grain Car Door for Railway Cars.** T. W. Collinsworth, Waverly, Kan. This grain door closes the lower part of the freight car opening. Attached to the door is a plate held in position by a lock bar. The plates have numerous holes so that the same lock bars and plates may be used on different size doors.

**1,359,223. Weighing Scale.** Charles Bird, Minneapolis, Minn. In this device a gate controls the delivery of grain or other material into the weighing receptacle. The scale mechanism includes a scale beam, the beam, poise and a weight recording means. Poise operation is controlled mechanically by the operating gate.

**1,360,335. Grain Cleaner.** E. M. Warrenfetz, Funkstown, Md. in this grain cleaner the grain and the foreign matters are fed to a still body of wash water. The grain will sink to the bottom of the water and the foreign matter will flow along the surface of the water which is continually kept in motion. (See Patent No. 1,360,336, Grain Drier.)

**1,359,586. Bag Holder and Weigher.** R. C. Flagg, Acton, Mass. Filled bags may be held and weighed on this device. A hook is at the end of a curved upright mounted on a base. From the hook is suspended a weighing device to which is attached a hooked ring for holding the sack. A holding arm is also provided which slides on the upright.

**1,360,336. Grain Drier.** E. M. Warrenfetz, Funkstown, Md., assignor of one-quarter each to L. R. Yourtee, Hagerstown, Md., and Charles Dentler, Funkstown, Md. Grain to this drier enters an upwardly inclined casing thru a small hopper. Grain is carried up the casing by a spiral mechanism to another small hopper thru which it passes to the drying flues. The movement of grain from the casing to the hopper is automatically controlled by a swinging gate. (See patent No. 1,360,335 Grain Drier.)

**1,360,212. Elevating Apparatus.** Henry Harding, Minneapolis, Minn. This sack handling device provides an endless conveyor for carrying bags upwardly and a similar conveyor for carrying bags in a horizontal direction after being elevated. Both conveyors are moved by means of a separate belt drive. Both frames upon which the conveyors operate are movable by a mechanism provided.

**1,360,556. Grain Cleaner.** This grain separator and grader comprises a casing having a grain discharge port and an air discharge port. A network baffle lies between the grain discharge and air discharge port and divides the casing into a grain chamber and a grader chamber. A vertical pneumatic conveyor discharges into the grain chamber adjacent to the baffle. A curved deflector forces the grain toward the network baffle. Within the grader also three other deflectors and below are grading devices.

**1,360,062. Grain Cleaner.** Joseph Waitekaite, Little Rock, Ark. This cleaner is within a casing at the top of which is an inlet hopper. Grain flows down an incline into a hopper containing three screens one over the other. These screens are given a reciprocating motion while air is being blown over them by an air fan. Two of the three grades of grain which the machine shown will give are directed thru chutes by gravity. The other grade of grain passes out thru the spout at the bottom.

**1,360,467. Weighing Machine.** T. J. Sturtevant, Wellesley, Mass., and E. A. Sawyer, Malden, Mass., assignors to the Sturtevant Mill Co., Boston, Mass. This apparatus is an electrically operated scale. On the weighing beam is mounted a pendulum. Attached also to the beam is a weighing receiver fed by a hopper. A gate controls the movement of material from the hopper to the receiver. An electric current passes thru the beam and then on thru the pendulum. This current regulates the opening and closing of the gate between the hopper and the receiver.

CANADIAN WHEAT is lower in price this year, says pres. N. M. Paterson of the Ft. William-Port Arthur Grain Exchange because Canada has an exportable surplus of 150,000,000 bus. The French wheat crop was excellent. Chinese and Indian wheat is being sold on the markets of Europe. England is purchasing wheat in Argentina and Australia where English money is worth more and where the wheat is cheaper. The U. S. has an exportable surplus of 200,000,000 bus.

# ELLIS GRAIN DRIERS

You may think there are other driers just as good as the "Ellis," but sooner or later you too will become convinced that we know what we are talking about when we tell you there is no drier comparable to the "Ellis."

"Specify the Ellis"

The Ellis Drier Company  
332 So. La Salle Street  
Chicago, U. S. A.

SEEDBURO QUALITY  
GRADING EQUIPMENT  
IS THE BEST AT LOWEST PRICE.  
IT WILL PAY YOU TO USE THE  
OFFICIAL BROWN-DUVEL MOISTURE  
TESTER, A FULL LINE - PROMPT SHIP-  
MENT, ASK FOR CAT. NO. 32.

SEED TRADE REPORTING BUREAU  
POSTAL TEL. BLDG. CHICAGO

## Helpful Books

### FOR Carlot Grain Handlers

**Clarks' Car Load Grain Tables:** The eighth edition of Clark's Car Load Grain Tables is the most complete car load reduction table ever published. The tables show reductions by 50-pound breaks as follows:

Oats and Cottonseed, Eight tables, reduce any weight 20,000 to 108,000 lbs. to bushels of 32 lbs.

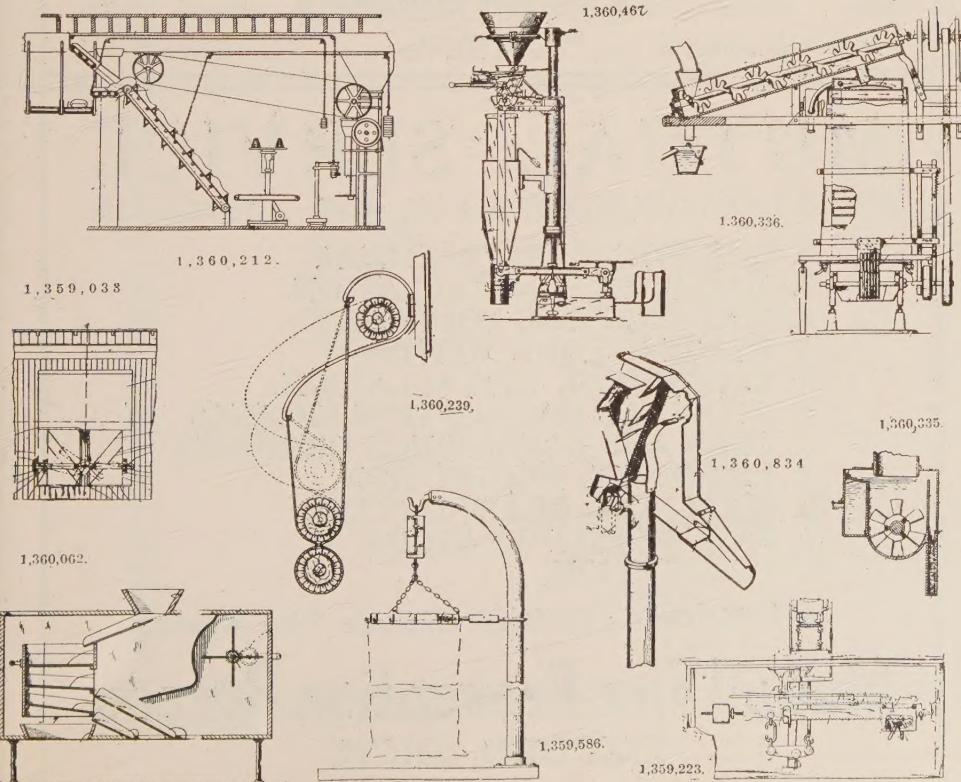
Malt, Eight tables reducing any weight, 20,000 lbs. to 75,000 lbs. to bushels of 34 lbs.

Barley, Buckwheat and Hungarian Grass Seed, Seven tables, reducing any weight 20,000 to 97,000 lbs. to bushels of 48 lbs.

Corn, Rye, and Flaxseed, Nine tables reducing 20,000 to 119,000 lbs. to bushels of 56 lbs.

Wheat, Clover, Peas and Potatoes, Nine tables reducing 20,000 to 119,000 lbs. to bushels of 60 lbs.

Bushels are printed from bold faced type in black ink; pounds in red. Heavy ledger paper, sewed and reinforced with muslin, and bound in flexible keratol covers with marginal index. Weight 6 ounces. Price \$2.50.



## Changes in Rates

As shown by tariffs recently filed with the Interstate Commerce Com's'n the carriers have made the following changes in rates:

**Western Freight Tariff Buro** in Sup. 16 to 1-O gives regulations and exceptions to classifications effective Dec. 20.

**Western Freight Tariff Buro** in circular 1-O gives rules, regulations and exceptions to classifications effective Dec. 30.

**Monon** in 1200-B gives rules governing the milling and malting in transit of grain at Indianapolis, Ind., effective Nov. 15.

**E. B. Boyd**, agent, in a special Sup. to tariffs gives the increase in rates applicable on Illinois intrastate traffic, effective Nov. 20.

**Central Freight Ass'n** in Sup. 8 to 228 gives the rules for constructing combination rates on commodities enumerated in the amended tariff, effective Dec. 1.

**Monon** in tariff 521 gives the point proportional freight rates on grain from Chicago, Ill., to New Orleans, La., when for export to Europe, Asia and Africa, effective Nov. 22.

**Monon** in 1194 gives the local freight rates applying on barley, buckwheat, corn, oats, rye and wheat from points in Indiana of the C. I. & L. to Indianapolis, Ind., effective Dec. 8.

**Nickel Plate** in G. F. D. 9-P gives rules and regulations on traffic handled at stations or moving between points on the Nickel Plate (N. Y. C. & St. L.) effective Dec. 27.

**L. A. Lowrey** in a special Sup. to tariffs gives the increased rates effective Nov. 25. The increased rates published by order of the Illinois Public Commission and are effective only in Illinois.

**C. R. I. & P.** in Sup. 1 to 27537-F gives joint and proportional rates on grain, grain products, seeds and hay from C. R. I. & P. stations in Ia., Kan., Minn., Mo., and Neb., to stations in Ill., Ky., Mich., N. Y., O., and Pa., effective Dec. 26.

**L. A. Lowrey** in Sup. 3 to 20-K gives the local and joint terminal charges, rules and regulations from or to points within the Chicago district on outbound and inbound freight, also rules governing freight passing thru the Chicago district, effective Dec. 28.

**Central Freight Ass'n** in Sup. 18 to 143-J rail and lake, lake and rail, and rail, lake and rail joint class commodity rates from stations in Ind., Ky., Mich., N. Y., O., W. Va., and Pa., to stations in Ind., Ky., Mich., Minn., and Ontario via Buffalo, N. Y., Cleveland, O., or Erie, Pa., effective Dec. 27.

**C. R. I. & P.** in Sup. 1 to 13207-H gives joint proportional rates on grain, grain products and seeds, carloads from Albright, Neb., Armourdale (Kansas City, Kas.), Atchison, Kas., Council Bluffs, Iowa, Kansas City, Mo., Leavenworth, Kas., Omaha, South Omaha, Neb., and St. Joseph, Mo., to stations in Ill., Ind., Ia., Mich., and Wis., on connecting lines, effective Jan. 7.

**C. & A.** in Sup. 30 to 28-C gives elevation and transfer charges on grain, feeding, bedding, yardage charges, etc., on live stock, mileage allowances on private cars, maximum and minimum weights, rules governing furnishing of grain doors, also miscellaneous local rules and exceptions to classifications applying at stations on or via the C. & A. stations effective Jan. 1.

**Central Freight Ass'n** in Sup. 18 to 245 gives the local, joint and proportional rates on grain, and grain products from points in Ill., Ind., Ia., Ky., Mich., Mo., N. Y., O., Pa., W. Va., Wis., to Albany, Baltimore, Boston, Montreal, New York, Philadelphia, Rochester, Syracuse and Utica, also basis for rates to Baltimore, New York, Philadelphia, etc., on export traffic, effective Nov. 9.

**C. R. I. & P.** in Sup. 1 28675-D gives the local, joint and proportional rates on grain, grain products, broom corn, alfalfa, cake and meal, linseed cake and meal and seeds, between Chicago, Peoria, Rock Island, Ill.; Council Bluffs, Iowa; Kansas City, St. Joseph, St. Louis, Mo.; Minneapolis, St. Paul, Minn.; Omaha, Neb.; and stations taking same rates, as shown on pages 14 to 33, inclusive, of tariff, also stations in Colo., Ill., Ia., Kan., Minn., Mo., Neb., Okla. and So. Dak. and stations in Colo., Kan., Neb., N. Mex., Okla. and Texahoma, Tex., effective Dec. 15.

**C. R. I. & P.** in Sup. 2 to 29329-D gives local, joint and proportional rates on grain, grain products and seeds between Albright, Neb., Armourdale (Kansas City, Kas.), Atchison, Kas., Council Bluffs, Iowa, Kansas City, Mo., Leavenworth, Kas., Omaha, Neb., St. Joseph, Mo., South Omaha, Neb., Sugar Creek, Mo. and stations in Ia., Kan., Mo., and Neb., on C. R. I. & P., C. B. & Q. and M. P. and stations in Ill., Ind., Ia., Minn., Mo., S. D. and Wis., effective Jan. 12.

**C. R. I. & P.** in Sup. 3 to 10389-F gives local, joint and proportional rates on grain, grain products and seeds between St. Louis, Mo., East St. Louis, Alton, Quincy, Ill., Hannibal, Mo., and stations in Ill., Ia., Minn., Mo., and S. D., also Armourdale, Atchison and Leavenworth, Kan., also on grain and grain products from stations in Ia., Minn., and S. D. to Cairo, Thebes, Ill., Evansville, Ind., and Louisville, Ky., when destined southeastern and Carolina territories, effective Jan. 10.

**C. & E. I.** in Sup. 11 to 622-F gives local, joint and proportional rates on grain, grain products also broom corn, green corn, corn cobs, cotton seed, cotton seed ashes, seeds (Hungarian and Millet) and red top seed chaff from C. & E. I. stations also from Henderson and Owensboro, Ky., and from Cairo, Ill. (via M. & O.), Joliet, Ill. (via E. J. & E.) and Momence Transfer, Ill. (via C. M. & G.) to points in Ill., Ind., Ia., Ky., Mich., Minn., Mo., O., Pa., and Wis., effective Dec. 17.

**C. R. I. & P.** in Sup. 2 to 22000-F gives local, joint and proportional rates on grain, grain products and seeds between Chicago, Moline, Peoria, Rock Island, Ill., Burlington, Clinton, Davenport, Keokuk, Muscatine, Ia., Minneapolis, Minnesota Transfer, St. Paul, Minn., and other stations named under Index Nos. 1 to 2116, inclusive, and in Items Nos. 200 to 310, inclusive, of tariff and station on the C. R. I. & P. and connections in Ill., Ia., Minn., Mo., and S. D. including Kansas City, St. Joseph, Mo., Council Bluffs, Ia., Armourdale (Kansas City, Kas.), Atchison, Leavenworth, Kas., Albright, Omaha and South Omaha, Neb., effective Dec. 23. Sup. 3 gives rates effective Nov. 22 and Sup. 4 gives rates effective Jan. 3.

**Insurance Notes.**  
THE AMERICAN FIRE loss in the first decade of this century ranged from \$2 to \$3. In the principal European countries the per capita loss was 33 cents.

**33.5% of Railroad Fires Traced to Sparks.**

The November issue of "Fire Protection" contains a "Statement of Fire Losses of 75 Roads by Origin Classification, for the year 1919", issue by the Railway Fire Protection Ass'n.

Out of a total of 9194 fires 3080 are shown to have been caused by Sparks from Locomotives. Think of it! 33.5% of all railroad fires are caused by sparks from their own locomotives. The Railroads have openly condemned themselves. It does not seem possible that they will continue wantonly to destroy their own property, but this is just what they are doing. Locomotive spark fires are preventable. Such pressure must be brought to bear as will make them realize the enormity of their crime.

In the meantime mill and elevator owners having property adjacent to the railroad right of way should give particular attention to making their plants proof against sparks. The old shingle roof is fast disappearing along the railroads. Weeds and grass should not be permitted to grow close to frame buildings, windows that are to be left open should be carefully screened, and broken windows quickly replaced, loose iron cladding and broken siding repaired, litter should not be allowed to accumulate, and car doors should be piled at a safe distance from the building. Birds' nests in eaves and cornices cause many locomotive spark fires.

Inspect your property today with this one thought in mind! What can be done to prevent a locomotive spark fire?—Mutual Fire Prevention Bureau.

### No Stove Fires

One of the reasons why we were able to make a material reduction in our cost this year was that we have had no heavy fires from defective stoves and flues for two years. Reduced fires has meant reduced insurance cost. Let us keep the good work up. No stove fires this season. See that your fire fighting equipment is in working order at all times.

**C. R. McCOTTER**  
Western Manager  
Omaha, Nebraska



**C. A. McCOTTER**  
Secretary  
Indianapolis, Indiana

FIRE EXPLOSION WINDSTORM AUTOMOBILE

## MUTUAL SERVICE

INCLUDES STANDARDS FOR AND ADVICE ON

1. BUILDING CONSTRUCTION.
2. MACHINERY INSTALLATION.
3. FIRE FIGHTING EQUIPMENT.
4. HEATING EQUIPMENT.
5. ELECTRICAL INSTALLATION.
6. INTERNAL COMBUSTION ENGINES.
7. FEED AND SCREENINGS GRINDERS.
8. LIGHTNING PROTECTION.
9. MEAL AND GRAIN DRYERS.
10. REFUSE INCINERATORS.
11. FUMIGATION.

*Our Mission--To Help Reduce Fire Waste*

**Mutual Fire Prevention Bureau**  
OXFORD, MICH.

# The GRAIN DEALERS JOURNAL.

## WESTERN GRAIN DEALERS MUTUAL FIRE INSURANCE COMPANY

DES MOINES, IOWA

J. A. KING, President    GEO. A. WELLS, Secretary  
Write for information  
Regarding Short Term Grain Insurance

### What have you? FOR SALE

An Elevator  
Machinery  
Seeds

### Do you want?

An Elevator  
Machinery  
Position  
Partner  
Seeds  
Help

### Grain Dealers Journal CHICAGO, ILL.

has 6,000 readers who would like to know. Tell them thru a "For Sale & Want" Ad. Costs 25 cents per type line.

Advertising must first attract, then interest, and finally convince. Keep advertising and the country shipper will give you the preference.

## You Can Not Afford to Be Without Fire Protection



Our 50 gallon Metal Fire Barrels will save you any worry. Complete with 3 buckets hung on hooks and submerged in anti-freeze solution ready for instant use.

Write for full particulars to

### CARBONDALE CALCIUM COMPANY CARBONDALE, PENN.



## Organized 1902 TRI-STATE MUTUAL GRAIN DEALERS FIRE INSURANCE CO. LUVERNE, MINN.

We are now returning 60% of the Deposit Premium. Average return for 18 years 50%.  
Automatic Grain Insurance is 100% protection, write for information.  
E. H. MORELAND, Secretary

## INCORPORATED 1877 The Millers' Mutual Fire Insurance Association of Illinois

ALTON, ILLINOIS

Insures Elevators, Mills, Grain Warehouses and Contents  
of same at Cost.

Insurance in Force \$65,068,859.89    Cash Surplus \$822,093.71  
H. B. SPARKS, President    G. A. MCKINNEY, Secretary

HOME OFFICE: Alton, Illinois  
SOUTHWESTERN AGENCY: Railway Exchange, KANSAS CITY, MO.

# One Pig or a Carload

If you knew that the value of one little pig would guarantee the safe arrival of the whole car load—would you hesitate to let it go?

Surely the trifling charge for a Hartford Transit Live Stock policy compared to the sound security gained is well worth while, for it practically guarantees full market value for all animals loaded into your car.



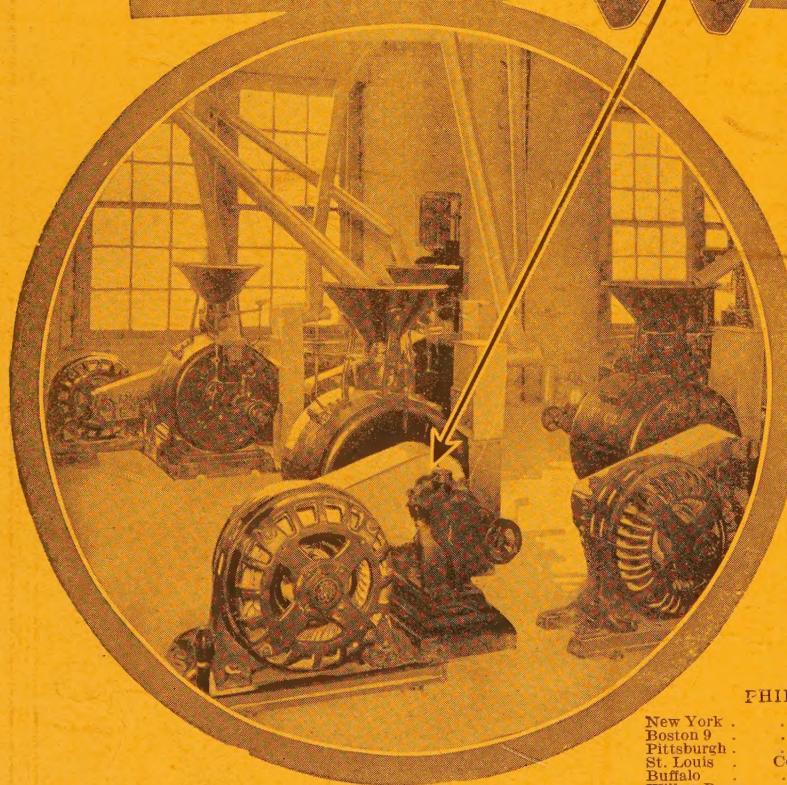
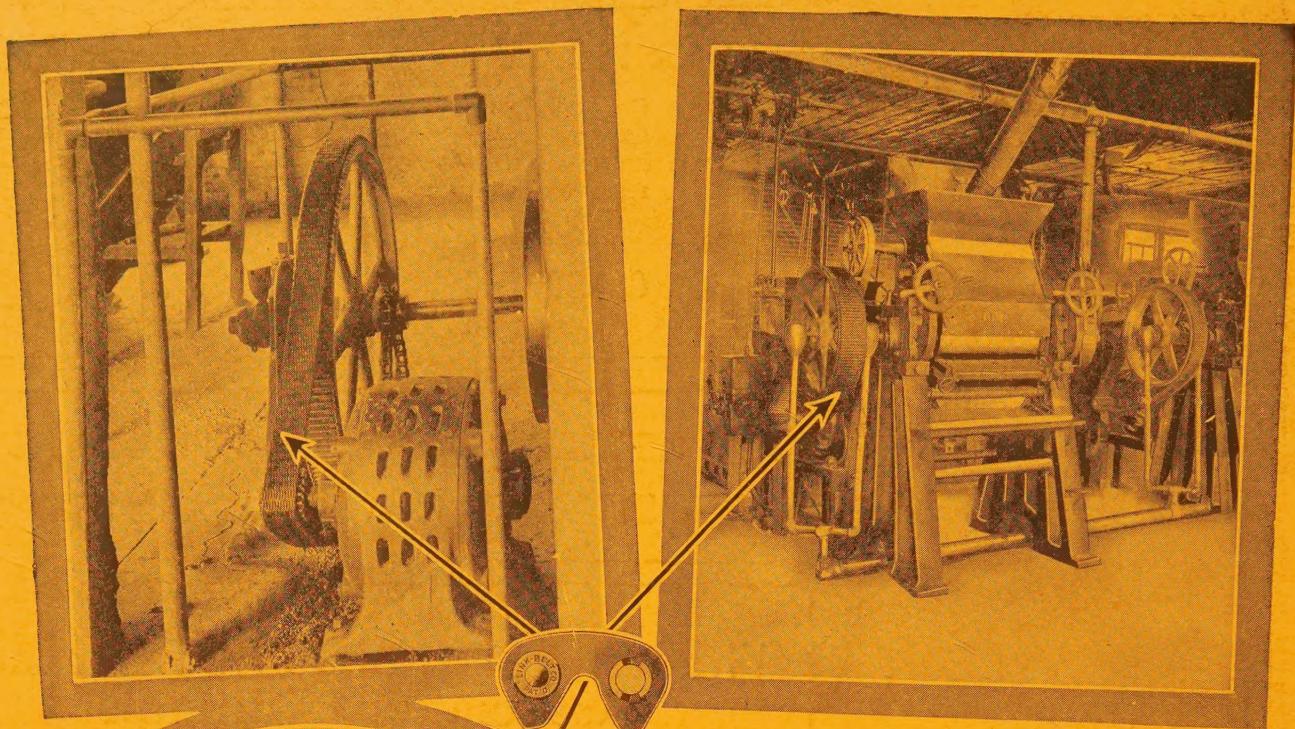
For particulars address

## Hartford Fire Insurance Company

R. H. WEST, JR., General Manager

39 So. La Salle Street

CHICAGO



## Efficient Power Transmission

LINK-BELT Silent Chain Drives are the popular means of transmitting power in modern grain elevators and flour mills today. Leather belts require **long centers**; tight contacts with pulleys resulting in journal friction and dangerous sparking. Gear drives require **short centers**, and cannot be run at the high speeds often necessary for grain elevator and flour mill machinery.

With Link-Belt Silent Chain Drive you can use the center that is most desirable in your plant, and transmit the power without slip or loss.

### LINK-BELT COMPANY

#### PHILADELPHIA

New York . . . . .	299 Broadway
Boston 9 . . . . .	49 Federal St.
Pittsburgh . . . . .	1501 Park Bldg.
St. Louis . . . . .	Central Nat'l Bank Bldg.
Buffalo . . . . .	547 Ellicott Square
Wilkes-Barre . . . . .	2d Nat'l Bank Bldg.
Huntington, W. Va. . . . .	Robson-Pritchard Bldg.
Cleveland . . . . .	429 Kirby Bldg.
Detroit . . . . .	4210 Woodward Ave.
Minneapolis . . . . .	418 S. Third St.
Charlotte, N. C. . . . .	Charlotte, N. C.

#### CHICAGO

#### INDIANAPOLIS

Kansas City, Mo. . . . .	306 Elmhurst Bldg.
Seattle . . . . .	820 First Ave. S.
Portland, Ore. . . . .	First and Stark Sts.
San Francisco . . . . .	168 Second St.
Los Angeles . . . . .	163 N. Los Angeles St.
Toronto, Can. . . . .	Canadian Link-Belt Co., Ltd.
Denver . . . . .	Lindrooth, Shubert & Co., Boston Bldg.
Louisville, Ky. . . . .	Frederick Wehle, Starke Bldg.
New Orleans . . . . .	C. O. Hinz, Carondelet Bank Bldg.
Birmingham, Ala. . . . .	S. L. Morrow, 720 Brown-Marx Bldg.
J. S. Cothran, Com'l Bank Bldg.	

Let our engineers show you how Silent Chain Drive can increase the efficiency of **your** plant. Write for our Grain Elevator Drive Book No. 309.

**LINK-BELT**  
**SILENT CHAIN**  
**FOR POWER TRANSMISSION**

